

# SOAP

A MONTHLY MAGAZINE

for Manufacturers of Soaps of All Kinds, Disinfectants,

Household Insecticides, Cleaning Preparations, Polishes and Allied Products

Published by MACNAIR-DORLAND COMPANY, INC., 136 Liberty Street, New York

VOLUME TWO

JULY, 1927

NUMBER ELEVEN

## True Economy

**S**TANDARDIZATION of merchandise is possible in some lines, but futile in others, and without buying solely on a price basis, is impossible. To consider prices without regard to accompanying quality when purchasing materials for soap perfuming, is no more logical or profitable than to buy land according to the price per acre without regard to location.

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July  
1927

# SOAP

Volume Two  
Number Eleven

## The Editor's Page

### *The Glycerin Market and Glycol*

**G**LYCERIN prices have receded steadily over the past six months. The decline in prices has admittedly been due to a reduction in buying by leading consumers, chiefly explosives manufacturers. The question whether the lessened demand for glycerin for this purpose is the result of a temporarily reduced demand for explosives generally, or the substitution of ethylene glycol for glycerin, is causing some speculation.

According to such figures as are available, sufficient ethylene glycol is being produced and sold to powder manufacturers to make a material dent in their glycerin consumption. The normal yearly consumption of glycerin for explosives in the United States is about 35,000,000 pounds. The consumption of dynamite glycerin all told is some 40,000,000 pounds of which 5,000,000 go into other than explosives channels. If such figures as can be secured on ethylene glycol can be depended upon, between 4,000,000 and 5,000,000 pounds went to powder makers during the first six months of this year. At the same ratio, the total consumption in explosives for 1927 will be about 9,000,000 pounds of glycol. This is believed to be 4,000,000 or 5,000,000 pounds more than was used in 1926 for the same purpose.

If the explosives manufacturers are going to use 5,000,000 pounds less glycerin this year than last, this is certainly enough to make an impression on the glycerin market. At the same time, imports of glycerin which broke all records during 1926, must be considered. If the American market and prices are not attractive, it is unlikely that any such quantity as came in last year, will be imported in 1927. It is even probable that imports will be reduced sufficiently to allow for the glycol sales to powder manufacturers without the development of surplus stocks in the hands of American producers.

The American glycerin situation today is a puzzle. European producers are frank to admit that they do not know what to make of it and view this market with uncertainty. American producers evidently quite thoroughly understand the ethylene glycol situation and the

possibilities of alcohol by-product glycerin. The significant thing, however, for those who are not on the inside track, appears to be when and where is expansion in glycol production going to end.

### *Cleanliness Institute*

**O**NE of the most progressive steps which the soap industry of the United States has taken in several decades, was the foundation of the *Cleanliness Institute* recently by a body of leading soap producers. The Institute was launched officially at a dinner given June 23 in New York to about 150 representatives of public health, social service, home economics, and educational institutions by the directors and staff of the Institute. The dinner was the culmination of six months intensive preliminary work on the part of a man, selected by the industry, who gathered together an impressive personnel and whipped a group of ideas into a definite plan.

*Cleanliness Institute* has been founded with one major idea behind it,—to teach and spread the doctrine of cleanliness. This will be done by experienced people through every known agency for the dissemination of knowledge. The word will be spread in the school and the home, and in the shop and the field. Co-operation of health and social service institutions and organizations already established has been asked and pledges of aid have been generous. Financially, the work is backed by a number of large soap producers to the extent of \$500,000 for the first year, making acquisition of outside financial help unnecessary.

Viewed from the angle of service to the community, *Cleanliness Institute* is one of the most praiseworthy movements within an industry which has been noted for many a year. The need for the Institute is obvious, and where there is a definite need, there can be a genuine service. From the angle of business, the Institute is unquestionably good business, although it must be made clear that this phase of the organization has received minor consideration thus far by its founders. The emphasis has been on expounding the doctrine of cleanliness.

If there is a more accurate guage of the de-

gree of civilization of any country than its consumption of soap, that guage will be hard to find. The expansion of soap consumption is a direct reflection of greater happiness, decency, and personal well-being of any people. The means of securing this result is incidental—the result is the all important thing. In the *Cleanliness Institute*, the soap industry has already laid the foundation to build toward its objective in an organized manner. In the Institute personnel, the industry has been particularly fortunate in securing those who, experience proves, know what they are about.

### *Progress in Packages*

**W**HY should the soap industry lag years and years behind other industries which sell their products through similar retail channels, in the matter of packages? While candies, toilet preparations, food products, and countless other products have steadily improved their packages, utilizing every possible modern aid in attracting buyers through outside quality, soaps, are still sold too freely in drab, lifeless—in some cases almost hideous—wrappers and boxes. Perhaps, this has had a good deal to do with the downward trend in selling prices per cake or package. No buyer is going to spend more than the average amount of money for something which appears below average regardless of what is inside the box or wrapper.

Soap manufacturers are so progressive in the matter of advertising that this lack of progress in packages is even harder to understand. After all, an attractive wrapper or box is advertising—individual and personal, it is true—but nevertheless advertising, and it strikes the prospect when he is ready to buy. The argument is often advanced, that soap selling prices will not admit spending much money on appearances. That laundry and cheap toilet soaps cannot stand an increase in production cost is evident, but what of the better grade toilet cakes. The demand for these has not been particularly overwhelming, during the past several years, but it is coming back now. A part of the buying public wants good soap, perfumed with better class odors, and packaged to please the eye.

Even the lower grade toilet soaps and all laundry cake soaps may improve their outward appearance with little or no extra cost, as may most of the boxed soaps including flakes, chips and powder. The use of color pays! This has been proved conclusively in every test ever made. Look to your packages. Cannot they be re-designed and touched up with some color?

Make them stand out on the dealer's shelf or in the show case. Old man experience is the gentleman who proved that this pays.

### *The Quality of Insecticides*

**A**T THE annual mid-summer meeting of the Insecticide and Disinfectant Manufacturers Association in Chicago recently, the fact was brought out that there are a large number of spraying and other household insecticides on the market which are either of such poor quality that they will not kill insects under ordinary conditions, or else are just plain frauds. That the results, or rather the lack of results, which consumers secure with these poor quality products is injurious to every reputable manufacturer of insecticides, goes without saying. Disgust of consumers with the feeble killing power of poor products certainly has a tendency to make them eliminate the purchase of any and all insecticides.

This is a condition which is hurting the insecticide business and will continue to hurt it more as time goes on. It is a condition which reputable manufacturers should attempt to correct by calling upon the Government to force these questionable manufacturers to improve the quality of their goods or quit the business. For disinfectants, there are well defined standards. For household insecticides, there are none. They may kill insects and they may not. Standards can be established for the killing power of insecticides just as the germ killing power of disinfectants has been standardized. Insecticides which in the dilution in which they are sold and under the same conditions against a standardized insect such as the mushroom fly, roach, or other insect, should be made to come up to definite specifications. Those which do not kill at least equal to or better than a determined standard, should not be permitted by the government to bear the word "insecticide" or any modification of it such as "fly spray," "bug-killer," etc. on their labels.

To some manufacturers, regulation of the quality of insecticides might appear unnecessary and only another instance of Government interference in business. To be barred from the market for lack of quality might to some seem rather harsh and extreme. Nevertheless, all that is necessary is look at the black eye which the disinfectant business as a whole carried for so many years as the result of operations of crooks and fakers within its ranks. Nothing is too harsh if it can prevent the insecticide business from stumbling into the same pitfall—and strict Government action is the way to do it.

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# The New Trend in Glycerin Competition

## *Do Ethylene Glycol and Alcohol By-Product Glycerin Really Threaten the Future of the Market?*



HERE is little else to do but admit that in ethylene glycol, a genuine substitute and competitor of glycerin exists. To those who were acquainted with the physical and chemical characteristics of ethylene glycol, this fact was evident quite some years ago. But, it was not known then whether the producer could manufacture enough of this material to make it a factor in the market. By some, it was looked upon as a laboratory product, another of those visionary things of chemical synthesis. This latter idea has apparently been very thoroughly dissipated during the past year. It is now a chemical product with production figures which are up in the millions of pounds. It is being used with success by at least one of the large glycerin consuming industries,—the explosives industry. As an anti-freeze, it is unquestionably the ideal product, being slightly superior to glycerin according to Government tests, but not sufficiently superior, however, to make any material difference to the ultimate user.

Whether ethylene glycol is a definite threat to the future position of glycerin depends, naturally, on how cheaply it can be produced, how much of it can be produced, and its suitability in all the channels into which glycerin goes. Nobody really knows, except the producer,—and he is not very likely to tell,—just what it costs to produce ethylene glycol. The raw material which is natural gas, costs very little. At the same time, the proportion of ethylene present is small and its removal is expensive. Chlorination of the ethylene and subsequent steps in the manufacture and refining, are technical processes which, based on the same steps in other processes, cannot be carried on any too cheaply.

Although there have been reports of costs ranging from six to ten cents per pound, the consensus of opinion of chemical engineers who know the general steps in the process, is that the cost is nearer twenty cents than it is ten, and that at the present stage of manufacture, is likely over twenty cents.

As to the quantity which is being produced, only those who produce it, really know. Judging from certain known figures, however, rough approximations were given as between 4,000,000 and 5,000,000 pounds for 1926. Of this quantity, some three million pounds are supposed to have gone into the explosives industry. Schedule of production for 1927, however, is reported to call for a very material increase, one which if carried out to the end of the year, will produce some 15,000,000 pounds of ethylene glycol. Allowing for deviation from

**T**WO problems have been placed before the glycerin producers of the world during the past year, one of which, at least, bids fair to cause them some annoyance. These are a sharp increase in the production of ethylene glycol and the announcement of a new process for the manufacture of glycerin as a by-product of alcohol production. Although the glycerin production cost of the latter process is said to be six cents per pound, and although the name of one of the wealthiest and most conservative chemical companies is given as a sponsor, the effect which ethylene glycol may have on the future of glycerin is apparently causing leading glycerin producers greater concern than the new alcohol by-product process.

this supposed schedule on the low side as a result of plant delays which are apparently inevitable in every line of chemical engineering, the production this year should amount to between 10,000,000 and 15,000,000 pounds, possibly around 12,000,000. Based on what the explosives group are supposed to have taken for the first half of this year they will use, all told, in 1927 about 9,000,000 pounds. The balance will probably find a ready outlet in the anti-freeze field.

One thing is quite definitely known throughout the chemical trade, and that is that one of the manufacturers of caustic soda and chlorine located near the plant of the ethylene glycol manufacturer, is increasing production about one hundred per cent and that this extra production of both chlorine and caustic is to go into the production of glycol.

Compared with the consumption of dynamite glycerin in the United States, which is about 40,000,000 annually, and of which perhaps some 35,000,000 pounds go into dynamite and powder manufacture, ethylene glycol output has become a real market factor this year. If these figures are correct, the base of all dynamite being produced to-day averages twenty per cent glycol. According to some, this proportion can be increased to fifty per cent. Others state that the limit of ethylene glycol content is ten per cent and still others state twenty-five per cent. It is only natural to expect that the explosives manufacturers would make this appear as great a percentage as possible for its probable effect on glycerin producers and refiners.

#### *Suitability of Glycol*

**T**HE suitability of ethylene glycol in various glycerin fields has a two-fold aspect. The glycol manufacturer maintains that they have a superior product, not a substitute for glycerin, but something better which should command a premium in price. Where glycerin is displaced by glycol, this superiority must of necessity be quite pronounced if it is to effect any replacement except at lower prices.

In the field of explosives, ethylene glycol has apparently found its best market. As glycol dinitrate, it is used as an ingredient of dynamites to displace anything from ten to fifty per cent of the nitroglycerin, according to some powder manufacturers. The advantages of glycol dinitrate in dynamite are first to lower materially the freezing point and facilitate dynamite use in cold weather, and second, being less sensitive to shock, the glycol dinitrate reduces the risk of untimely detonation where it is used in combination with nitroglycerin. Where it is used in too great a proportion in dynamites, it is understood that the glycol dinitrate separates from the solid vehicle and runs out in liquid form.

In the tobacco industry, glycol has not been a success and cannot be used in place of glycerin. In the pharmaceutical field, it has varying uses which recommend it, but this use is not receiving a great deal of attention at the present time.

In the manufacture of lacquers, or rather as the base for a new lacquer solvent, glycol was mentioned with promise six months or a year ago. To-day, this channel is apparently closed by a series of circumstances which have little to do with the suitability of the material. The use of monoethyl ethylene glycol ether in lacquers at first appeared to be a promising outlet for glycol production. This was used with some degree of success by one or two lacquer

manufacturers. However, a patent covering the use of this type of solvent in lacquers was secured by a lacquer subsidiary of one of the large explosive manufacturers. It is reported that this company does not care at the present time to go further with this new solvent, and in view of their patent, are effectively shutting off its use by others in the lacquer field. What future developments in the lacquer industry will be is hard to say, but for the time being, at least, this channel is closed as an outlet for glycol.

In the anti-freeze field, glycol is technically a superior product. In water solution, an equal dilution will stand lower temperatures before freezing than glycerin. The rate at which its solutions will absorb, carry and give off heat is greater than glycerin. The differences between the two, however, are not believed to be great enough to make any material difference in use by the general public. In short, for practical anti-freeze use, glycol is about equal to glycerin. It is in this channel that production not sold to the explosive manufacturers has been, and will likely continue to be sold.

#### *Prices and Selling Policy*

**T**HE price at which glycol is likely to be sold in the future, is naturally of keen interest to all soapmakers. Going on the basis that they have a superior product, not a glycerin substitute, but something entirely different, the manufacturers have thus far kept the price of glycol up. They have sold all which they have produced at premiums over the glycerin market. The quoted price for carlots is 30c per pound, although reports have been allowed to percolate out from explosive sources that purchases of glycol have been made at 25c and that one powder manufacturer has a contract for a goodly quantity at 23½c per pound. Whether these latter figures are explosive trade propaganda or fact, only those on the inside really know.

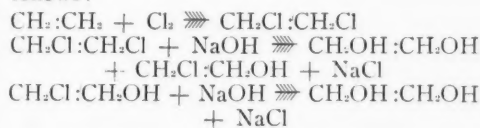
Thus far, the manufacturers give evidence of refusing to compete on price with glycerin. They have quite evidently not followed the glycerin market down and it seems that they are having no difficulty in selling their output at the higher prices. The reports are, and these appear to be substantiated by facts, that the price of glycol will be stabilized between 25c and 30c per pound irrespective of the glycerin market. Of course, this may work out very well when production is moved without difficulty, but if production is increased three or four times over present figures, the larger output may not be sold with such apparent ease. What the manufacturers can and will do then

in the matter of selling prices remains to be seen.

In the sale of glycerin in the anti-freeze field, there is little question that this can be very materially increased, even though a larger quantity of glycol is turned into this channel in the future. In reality, there is room for both here, even if there is an increase in glycerin surplus because of a reduced consumption of glycerin by explosives manufacturers. The real danger lies not in the threat of glycol to steal some of the glycerin business, but in the glycerin producers themselves going out to fight for current business on a price basis as a result of over-anxiety and fear that they may not be able to move all their production. If prices are maintained and a really strong bid is made for the anti-freeze business, there is a strong probability that the advent of a larger production of glycol may not be such a serious matter as some glycerin factors believe it to be.

#### *The Ethylene Glycol Process*

AS FAR as can be determined, glycol is being manufactured to-day from ethylene removed from natural gas by pressure and refrigeration. Ethylene can be secured as a by-product in the cracking of petroleum and it is reported that the manufacturers of glycol have looked to this source of raw material as a future possibility, but at present natural gas is used. The ethylene is chlorinated, giving ethylene chloride, which in turn is hydrolized with caustic soda to form ethylene chlorhydrin and glycol. The chlorhydrin is reported used as such or hydrolized to glycol as circumstances may direct. The glycol is refined through distillation. The reactions are believed to be as follows:



#### *Glycerin as An Alcohol By-Product*

RECENTLY, an announcement was made that one of the alcohol companies had perfected a process for the removal of glycerin from the waste liquors of alcohol distillation. The cost of production of the glycerin by this method was given as six cents per pound. The process was stated to be owned jointly by one of the large distillers and one of the leading explosives manufacturers.

When it comes to synthetic glycerin or alcohol by-product glycerin, there has been much smoke and little fire during the past twenty years. Most of the so-called cheap glycerins have been threats by explosives manufacturers

aimed to whip the glycerin people into line in their prices. For thirty years past, there have been numerous and sundry "methods and processes" which if they had been fact, should have long ago put the soap industry out of the glycerin business. New glycerin plants, synthetic glycerin, glycerin substitutes, powder makers entering the glycerin business,—all have been called in to scare the glycerin producer in the past, and still the glycerin trade continued as before.

Some ten years ago, during the war when glycerin sold at fancy prices, the largest alcohol distiller in the United States built a plant at a cost of \$150,000 with a view to removing the glycerin from alcohol waste. That it was present there, and is now present there in good quantities, is not to be denied. But, to remove it economically and sell it in competition in a normal market could not be done. The plan and plant were abandoned.

The companies which are named as behind the new glycerin process are entirely substantial. The fact, however, that the announcement received widespread publicity in Wall Street and had an appreciable effect on the stock of one of the companies, might indicate that glycerin production was not being thought about as much perhaps as the effect on the stock market. Glycerin from alcohol waste is nothing new; its economical removal from this source, at the same time, is distinctly new, and if the cost is six cents as claimed, it is revolutionary. Whether this is just "another glycerin process" or something really important, only time will tell.

#### *The New Competition*

A number of things have happened in glycerin during the past year or two. Its consumption for new uses has grown, and for a number of its old uses has expanded considerably. Now comes what looks like keener, stronger competition in the form of a new product,—not new scientifically, for its properties have been known for 25 years, but new commercially in tonnage production,—and competition also from who may be a revolutionary glycerin process. To what will they lead?

If, under any circumstances, the competing products force the issue to the point where glycerin prices are cut, the low prices resulting may remove one of the chief incentives for the newer products,—namely, a fair price and a fair profit. If, for example, dynamite glycerin should be forced down to 10 or 12 cents per pound, what is left for competing products? Of course, the manufacturers of glycol are evi-

(Continued on Page 69)

## *THE advantages of unified control*

are reflected in the quality of International Salt. From the large mines themselves . . . through extensive refining and purification processes . . . to the shipping platforms of International warehouses located in strategic points . . . every operation is guided by the skill and knowledge of this experienced organization.

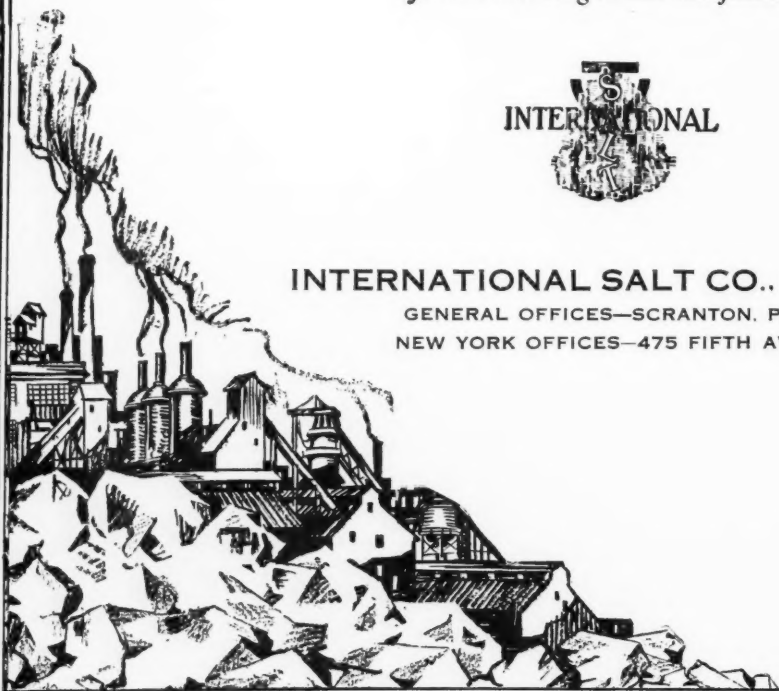
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Say you saw it in SOAP!

# Some Facts About Liquid Caustic Soda

*Comparison of Costs, Freights, Method of Handling,  
Storage and Sampling in the Consumer's Plant*

**D**URING the past half-dozen years a change of economic importance has been taking place in the method of distributing caustic soda to large industrial consumers. Many thousands of tons formerly shipped in solid form in drums are now being delivered to the users in tank cars in the form of a solution containing about equal parts of water and caustic soda. Although the tonnage shipped in this liquid form is increasing rapidly every year, it still represents only a part of the total consumption of those users of caustic soda who can be served economically in this manner. In the manufacturing process caustic soda is first obtained in the form of a water solution containing from 10% to 25% of sodium hydroxide. To produce solid caustic, it is necessary to drive off all the water in this solution by evaporation processes which consume a large amount of fuel. Drums must then be provided for the fused caustic and labor expended in filling, handling and loading these containers for shipment. At the consumer's plant these operations are reversed, the solid caustic being made once more into a water solution with the attendant cost of unloading, handling and cutting open many drums, dissolving the caustic and disposing of the worthless empty drums.

In the case of liquid caustic soda, the evaporation process is carried only to the point where the original dilute solution has been "boiled down" to a concentration of approximately 50% by weight of caustic soda. In this form it is shipped to the consumer in tank cars and handled mechanically by means of suitable piping connected to the car. In the consumer's plant the 50% caustic liquor is readily diluted to the desired concentration for use.

Whether or not a plant may profitably use liquid caustic soda is determined by the following factors:—(1) delivered cost on solid and on liquid, (2) yearly consumption, and (3) cost of handling solid caustic.

In discussing delivered costs, there are several facts to be kept in mind regarding solid and liquid caustic soda. First, as to works prices, there is usually a price differential of 35 cents per 100 pounds in favor of caustic soda in liquid form. Second, the freight rate between

**A** SUMMARY of the methods of using and storing liquid caustic soda, along with a comparison of costs, basis of sales, freight rates, and other factors, has been prepared by the Mathieson Alkali Works, New York, in the form of a bulletin (No. 270) just issued by that company. It contains so much of value to the soapmaker who may or may not be using liquid caustic,—or to be more exact, caustic purchased already in solution usually in tank cars,—that the salient features have been extracted for publication here.—The Editors.

two given points on solid caustic does not always apply on liquid caustic as well; in some territories both rates are the same and in others a lower rate applies on liquid caustic, with a varying differential between the two rates at different points. Third, in transporting every 100 pounds of caustic soda in the form of 50% liquor, 100 pounds of water are also carried. In other words for every 100 pounds of caustic soda received in the form of 50% solution, the consumer pays freight charges on 200 pounds of material.

Some examples of delivered costs, based on actual freight rates now in effect, will serve to make this situation clear:

CASE A—Rate on solid caustic 19c; on liquid 19c

	SOLID	LIQUID
Price per 100 lbs. f.o.b. works	\$3.00	\$2.65
Freight per 100 lbs. caustic soda	.19	.19
Freight per 100 lbs. water.....	.00	.19

Delivered cost per 100 lbs..... \$3.19 \$3.03  
Differential in favor of liquid caustic—16c per 100 lbs.

CASE B—Rate on solid caustic 38½c; on liquid 25c

	SOLID	LIQUID
Price per 100 lbs. f.o.b. works	\$3.00	\$2.65
Freight per 100 lbs. caustic soda	.385	.25
Freight per 100 lbs. water.....	.00	.25

Delivered cost per 100 lbs. \$3.385 \$3.15



Differential in favor of liquid caustic— $23\frac{1}{2}$ c per 100 lbs.

CASE C—Rate on solid caustic  $45\frac{1}{2}$ c; on liquid  $45\frac{1}{2}$ c  $\frac{1}{2}$

	SOLID	LIQUID
Price per 100 lbs. fob. works	\$3.00	\$2.65
Freight per 100 lbs. caustic soda	.455	.455
Freight per 100 lbs. water.....	.00	.455

Delivered cost per 100 lbs..... \$3.455 \$3.560  
Differential against liquid caustic— $10\frac{1}{2}$ c per 100 lbs.

It will be noted from these examples that the freight rates on both solid and liquid caustic must be known in order to work out a comparison of the delivered costs in these two forms.

An item in the delivered cost of the solid material, not included in the preceding examples, is that of freight on the tare weight of solid caustic drums. This amount is small, but should not be overlooked. It will vary according to the solid freight rate from a little more than half a cent per 100 pounds in Case A to one and one-third cents per 100 pounds in Case C.

In general, provided the delivered cost is favorable, a consumer purchasing solid caustic, in carload lots, may profitably take deliveries of 50% caustic liquor, in tank cars. An 8,000 gallon tank car of 50% caustic liquor contains approximately 25 tons of caustic soda in solution, or the equivalent of a minimum carload of solid caustic in standard 700-lb. drums. On this basis a buyer of several carloads of solid caustic per year may be considered a potential user of 50% liquid caustic.

It will be obvious that the consumer of liquid caustic soda must have access to railroad siding facilities for the unloading of tank cars. A siding at some distance from the plant may be conveniently used, however, since the liquor is transferred from the car into storage by means of piping. The cost of installing transfer equipment may be offset in a short time by the economy of mechanical handling in place of trucking and manual handling of solid caustic.

Handling solid caustic soda, including unloading and breaking open the containers, dissolving the caustic and disposing of the worthless empty drums, costs approximately 12 cents per 100 pounds in the average plant. This figure is based on conservative estimates and will vary only in accordance with handling methods and local wage-scales on labor. Handling is a very small item with caustic liquor; the change from solid caustic will therefore effect a saving in handling cost of around 100

### Evaluation of Caustic Soda Solutions

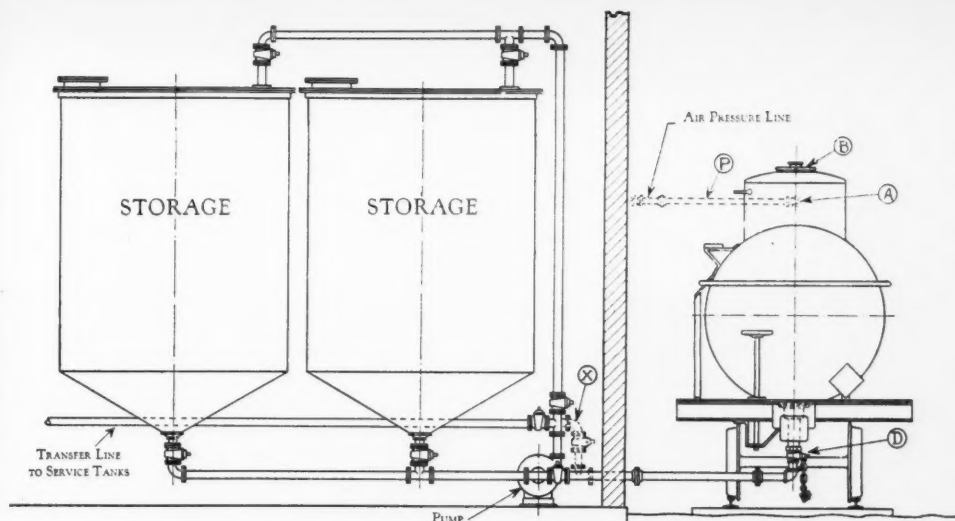
Sp. Gr.	Bé.	Tw.	% NaOH	Grams NaOH per litre	Pounds NaOH per gal.
1.007	1	1.4	0.59	6.0	0.05
1.014	2	2.8	1.20	12.0	0.10
1.022	3	4.4	1.85	18.9	0.17
1.029	4	5.8	2.50	25.7	0.23
1.036	5	7.4	3.15	32.6	0.29
1.045	6	9.0	3.79	39.6	0.35
1.052	7	10.4	4.50	47.3	0.41
1.060	8	12.0	5.20	55.0	0.47
1.067	9	13.4	5.86	62.5	0.52
1.075	10	15.0	6.58	70.7	0.59
1.083	11	16.6	7.30	79.1	0.66
1.091	12	18.2	8.07	88.0	0.73
1.100	13	20.0	8.78	96.6	0.80
1.108	14	21.6	9.50	105.3	0.87
1.116	15	23.2	10.30	114.9	0.94
1.125	16	25.0	11.06	124.4	1.03
1.134	17	26.8	11.90	134.9	1.12
1.142	18	28.4	12.69	145.0	1.20
1.152	19	30.4	13.50	155.5	1.30
1.162	20	32.4	14.35	166.7	1.39
1.171	21	34.2	15.15	177.4	1.48
1.180	22	36.0	16.00	188.8	1.57
1.190	23	38.0	16.91	201.2	1.66
1.200	24	40.0	17.81	213.7	1.77
1.210	25	42.0	18.71	226.4	1.87
1.220	26	44.0	19.65	239.7	1.99
1.231	27	46.2	20.60	253.6	2.11
1.241	28	48.2	21.55	267.4	2.24
1.252	29	50.4	22.50	281.7	2.36
1.263	30	52.6	23.50	296.8	2.49
1.274	31	54.8	24.48	311.9	2.64
1.285	32	57.0	25.50	327.7	2.77
1.297	33	59.4	26.58	344.7	2.90
1.308	34	61.6	27.65	361.7	3.04
1.320	35	64.0	28.83	380.6	3.18
1.332	36	66.4	30.00	399.6	3.33
1.345	37	69.0	31.20	419.6	3.50
1.357	38	71.4	32.50	441.0	3.68
1.370	39	74.0	33.73	462.1	3.85
1.383	40	76.6	35.00	484.1	4.03
1.397	41	79.4	36.36	507.9	4.22
1.410	42	82.0	37.65	530.9	4.41
1.424	43	84.8	39.06	556.2	4.62
1.438	44	87.6	40.47	582.0	4.80
1.453	45	90.6	42.02	610.6	5.02
1.468	46	93.6	43.58	639.8	5.25
1.483	47	96.6	45.16	669.7	5.49
1.498	48	99.6	46.73	700.0	5.77
1.514	49	102.8	48.41	732.9	6.01
1.530	50	106.0	50.10	766.5	6.26

cents per 100 pounds. This is in addition to any saving that may be obtained in delivered cost.

Even where no money saving can be shown for liquid caustic through a consideration of delivered costs and handling costs, the greater convenience of using caustic soda in liquid form makes it attractive to large consumers. In addition to the advantages it frequently offers from a cost standpoint, caustic soda in liquid form is ordinarily a purer product than the solid material in drums.

### Transfer and Winter Handling

**L**IQUID caustic is transferred to storage tanks by means of a pipe line connected to



Typical Layout for Unloading Liquid Caustic by Pump and by Air Pressure

NOTE: Additional Equipment for Unloading by Air Pressure Indicated by Dotted Lines, Marked "P" and "X"

the car at a point on the consumer's railroad siding. The two approved methods for unloading into storage are by means of pump and compressed air. These methods are shown in connection with the sectional drawing herewith. In rare cases where storage tanks are located below the siding track level, caustic liquor may be transferred by gravity, with the same procedure as for unloading by pump. It is also possible to unload by suction, through the manhole opening, but this practice is not recommended. Lubricated plug cocks or valves, transfer pumps and pipe lines should be of all-iron construction.

Concentrated solutions of caustic soda (25% to 50% NaOH content) will deposit crystals of the solid hydrates of sodium hydroxide under normal winter weather conditions. At abnormally low temperatures, around 0° F., and depending upon the concentration of the solutions, complete solidification may take place. This consideration necessitates the use of steam coils in tank cars and in storage tanks exposed to winter weather. Outside pumps, transfer lines, etc., must be effectively protected from the cold.

During the winter months the physical condition of liquid caustic should be noted before transfer from car or storage is attempted. An examination can readily be made by probing the liquid with an iron rod for indications of solid hydrates or to determine the extent to which solidification has progressed. If a top crust has formed, it must be broken before steam is ap-

plied in the heating coils in order to provide for expansion of the heated liquid. The steam pressure applied should not exceed 10 pounds.

Where storage is provided within heated buildings steam coils inside the tanks are not required. Caustic liquor of 50% concentration is more conveniently handled in this type of storage. When 50% liquor is stored in outside tanks, it is necessary to maintain heat in the coils almost continuously during the winter months.\* Less difficulty is experienced with outside storage in the case of more dilute solutions of 25% concentration or less. Shipments usually consist of 50% liquor, which requires a dilution with 1.4 volumes of water to reduce the concentration to 25% sodium hydroxide. A tank of 20,000 gallons capacity would be required for storing the contents of one tank car (8,000 gallons) of 50% liquor after such a dilution.

#### Evaluation of Caustic Solutions

The table shows the standard methods used in indicating concentrations of caustic soda solutions at a standard temperature of 15°C. For variations of temperature above and below 15°C. the following method may be used to correct the observed gravity readings. The numerical difference between the basic temperature (15° C.) and the observed temperature of the liquor (centigrade scale), is multiplied by one of the following factors:

(Continued on Page 87)

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# A Review and Comparison of Soap Books

*A Frank Criticism of Martin's, Schaal's and Grundmann's Works and Changes Which Would Increase Their Value*

By E. SCHOTTE  
of the Iowa Soap Company

**T**HERE has been a real dearth of recent books on soaps, that is, works of authority and practical value to the technical man of the soap plant. The number of works of genuine value is limited. Of Geoffrey Martin's three volumes *The Modern Detergent Industry*, lots of good things have been written by those who have reviewed the book, and without question, the soap industry can be thankful to Martin for his work. He has given the industry one of its largest treatises on the various branches of manufacture. The third volume of the work especially shows how the soap industry has changed and developed during the past twenty-five years. Martin's book has been out long enough to be quite thoroughly distributed in the channels of the soap industry.

I have no intention of discussing the good points of the work, as these are numerous and can easily be found by the soapmaker himself. I am going to criticise and stress the bad points so that those who read may know where to be on their guard. First of all, the book is altogether too much a compilation of catalogs of soap and glycerin equipment manufacturers and rewritten articles from the technical literature. The personality of the author, who from his experience ought to tell us about the merits of the different systems, is completely missing.

There are numerous examples where modern procedure of manufacture is almost completely ignored or glossed over without any detailed facts regarding it. For example, in Vol. 2, we find in the making of soap powders that among other processes mentioned, the use of chilling rolls and the spray process. The most important thing, a comparison between the two methods, we do not find. The spray process is so much cheaper in initial and in production costs than that with the use of rolls and in recent years has come so to the front at the expense of the chilling roll process, that it is surprising that it should not be taken up more in detail.

## *Much Modern Data Ignored*

**I**N the first volume, an extensive description is given of the causticization of soda ash

and it is strange to find in a modern book, edited recently, a quotation from Lamborn, edition 1906, for a detailed account of the "present" American practice of causticization. A lot of paper could have been saved and a discussion of the electrolytic process, which is not even mentioned, would have been more interesting and up to date. We find in the first volume the different theories on detergent, emulsifying and other actions of soap, but criticism is missing. Such an important book as that of M. H. Fisher on *Soaps and Proteins* which appeared in 1921 and was translated into German the next year, is not mentioned at all. Of the wonderful work of Langmuir and Harkins published in 1917 in the *Journal of the American Chem. Soc.*, there is no mention at all. Being a very busy man as Martin states in the introduction, is no excuse for overlooking those investigations, which will be of inestimable value to the soap industry, if those interested get better acquainted with them. And there are more omissions like this.

## *Soap Analysis Badly Handled*

**T**HE section on soap analysis in the second volume is very poorly written. There is little or no system to it whatever. Many important methods are only mentioned in a casual manner and some of them are not even mentioned at all. Instead of describing Fahrion's method for quick determination of moisture in neutral soaps, only the place where it can be found is given. For the benefit of the readers, I will give this method here. Into a platinum dish, 2-4 grams of soap are weighed off and to this 3-5 times the above amount of oleic acid is added. The oleic acid is previously freed from volatile matter by heating at 120° C. The dish is carefully heated on a small flame till all the moisture is evaporated and the soap clearly dissolved. After cooling, the loss in water can be determined.

I have used this method with great success using a porcelain casserole, capacity 75 cc., and weighing casserole with small stirring rod and about 10 grams of oleic acid together. To this the soap is added and then the whole

weighed again. Even hot soap from the kettle can be analyzed this way for rough control. While stirring, the casserole is heated with a small yellow flame.

Of the determination of salt in soap with the help of magnesium nitrate published in 1915, it seems Martin never heard. One can find this method in the specifications for soaps given out by the Bureau of Standards. When we consider Martin's book for its usefulness to the unexperienced soapmaker we find the same as in almost all other soap books. Methods and formulas are given but no discussion of the difficulties.

#### Compared to Schaal and Grundmann

**T**HERE is a wide difference between Martin's book and the books of two German authors which have come out during the past year or two. One is the second edition of *The Modern Toilet Soap Industry* by J. Schaal (Augsburg, 1926) and *Household and Industrial Soaps* by J. Grundmann (Augsburg, 1925).

In Schaal's book, we find the experience of more than forty years openly discussed and Grundmann's main object is to bring help to the young soapmaker. Both books are worth while to read although they cover too much of German conditions to make it of value to translate them into English. What we miss in all of these books, although Grundmann is not all together without it, is the stress on the importance of the chemist in the control of the boiling of soaps. Times are changing and soaps are no longer "just made" by the rule of thumb.

Schaal thinks it necessary to include a chapter on the American practice of soap boiling on account of the difference compared to the German way, while Martin has nothing to say about it. In Schaal, we find another chapter on shaving creams as made in America. He tells us that Mennen produces an average of a half million tubes a day. One acquainted with this and similar kinds of creams will miss the most important details, but one can appreciate the good intentions of the author. Martin does not seem to be acquainted with this industry.

The third volume of Martin on glycerin, a subject with which the author seems to be better acquainted, is an excellent treatise, although the analytical part could have been better. My aim in discussing Martin's book is not to tear it down. I believe that if Martin had surrounded himself by authorities on the different points we could have had a cyclopedia of the modern soap industry. The present book is a good nucleus around which the above can be built up. Perhaps, Martin will do this sometime in another revised edition.

#### Britain Exported More Soap in 1926

Although British imports of soaps were larger in 1926 than in the preceding year, they did not regain the dimensions of 1924 by 36,611 American hundredweight, according to the United States Department of Commerce. Owing to a change in the method of classification in the official trade returns—soft soap, in 1926, including cottonseed oil soap, was formerly recorded under "scouring"—comparison is not possible in the case of abrasive soap. Soft soap naturally showed a great increase and abrasive a heavy decline. Toilet soap recorded a further decrease in 1926, following a decline of about 20 per cent in 1925, contrasted with 1924. Little change appeared in the figures for hard soap other than toilet. Unenumerated "other sorts" rose sharply, compared with 1925. The soap market in Great Britain is mainly dominated by the domestic industry, a circumstance which accounts for the comparatively small imports, details of which follow. Weights are in the American equivalent and sterling values are converted at par rate of exchange.

	1925		1926	
	Cwt.	Value	Cwt.	Value
Soft .....	1,765	\$ 22,706	49,281	\$ 252,761
Hard (not toilet, shaving or abrasive) .....	155,949	1,506,644	155,982	1,407,669
Abrasive .....	58,886	339,925	10,138	60,374
Toilet and shaving .....	68,025	1,452,100	65,725	1,443,944
All other sorts ...	5,674	41,242	25,060	139,586
Totals .....	290,299	\$3,362,617	306,186	\$3,304,334

British exports were larger in 1926 than in either of the two preceding years, the decline in 1925, contrasted with 1924, being more than recovered. It will be noted in the statement below, that British exports amount to over five times the volume imported, a fact which gives point to the predominance of the domestic article in the home market. All soaps, other than soft soap, recorded increases in 1926 over 1925. The greatest gain was in hard soap (other than toilet, shaving or abrasive), the rise in which was due to heavier shipments to British East Indies and unenumerated other British countries:—

	1925		1926	
	Cwt.	Value	Cwt.	Value
Soft .....	61,311	\$ 450,000	49,189	\$ 323,807
Hard, in bars or tablets (other than shaving or abrasive) ...	1,463,710	12,526,644	1,513,709	12,910,552
Abrasive ...	25,327	306,079	26,813	322,946
Toilet and Shaving ...	73,123	3,018,140	81,119	3,285,334
Other sorts ...	40,206	666,324	50,524	866,169
Totals .....	1,663,677	\$16,967,207	1,721,366	\$17,709,028



# Cleanliness Institute Officially Launched

*At Dinner to 150 Health, Public Service, and Home Economics Representatives—Fund of \$500,000 for Cleanliness Education—*

*Sidney Colgate as Toastmaster*

CLEANLINESS Institute was launched publicly on June 23 at a dinner given by the board of directors and staff at the Park Lane, New York, to about 150 representatives of public health, social service, home economics, and educational organizations. The Institute

tion, and education. He stressed the intention to co-operate with public service organizations which are now operating and asked for the help of those organizations represented at the dinner. Miss Sally Lucas Jean who is consultant in charge of school activities, outlined the policy to be pursued among school children and told of the great need of teaching the use of soap and water to children and the need for equipment in the schools of the country. Dr. H. H. Peter, also of the Institute staff, described the care which would be taken to avoid in-



ROS COE C. EDLUND      SIDNEY M. COLGATE

formally announced its purpose and program in the function of the cleanliness movement in public welfare work. Cleanliness Institute is a section of the Association of American Soap and Glycerin Producers, Inc., under the management of Roscoe C. Edlund, general director, and Julia B. Tappan. Its supporters represent about eighty per cent of the soap production of the United States.

Sidney M. Colgate of Colgate & Co., chairman of the board of directors of the Institute, acted as toastmaster. Among the speakers were Dr. Louis I. Harris, Health Commissioner of New York City, Dr. John H. Finley, Editor of the *New York Times*, Roscoe C. Edlund, Sally Lucas Jean, Dr. W. W. Peter, and "Professor Happy" Clifford Goldsmith. Mr. Colgate in his opening address as toastmaster outlined in a general way the future of Cleanliness Institute. He stated that \$500,000 had been set aside by leading soap manufacturers to carry on this work. He emphasized the fact that the American bill for cleanliness and sanitation materials annually amounted to over a billion dollars.

Roscoe C. Edlund described more in detail the field of endeavor of the Institute and how the work would cover research, informa-



JULIA B. TAPPAN      SALLY LUCAS JEAN

terfering with or duplicating the activities of health organizations, and also emphasized the fact that the Institute would work with the public health people and not independent of them.

Those who were present included:

G. W. Alder, Good Housekeeping Institute; Dr. Donald B. Armstrong, Metropolitan Life Insurance Co.; Mrs. Susan Baker, Westchester County Tuberculosis Committee; Mrs. Cornelia Bartlett, *Pictorial Review*; Jerome H. Bentley, Y. M. C. A.; Patrick H. Bird, Secretary, Society of St. Vincent de Paul; Dr. Jules L. Blumenthal, Director, Bureau of Child Hygiene, N. Y. City Dept. of Health; Ruth Boyle, *Good Housekeeping*; Granville M. Breinig, Chairman, National Clean-Up Campaign; Herman Brickman, Brooklyn Federation of Jewish Charities; Maud A. Brown, Child Health Demonstration Committee; Harold S. Buttenheim, Editor, *The American City*; Hazel Rawson Cades, *Woman's Home Companion*; Homer Calver, American Public Health Association; Lewis H. Carris, National Committee for the Prevention of Blindness; Mary B. Charlton, *People's Home Journal*; Hon. Bird S. Coler, Commissioner of Public Welfare, New York City;



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Members of the Board of Directors of Cleanliness Institute are as follows: Sidney M. Colgate, Colgate & Co., Chairman; R. R. Deupree, The Procter & Gamble Co.; Dr. J. S. Goldbaum, Fels & Co.; F. A. Countway, Lever Brothers Company; E. G. Holloway, James S. Kirk & Co.; S. A. Kirkman, Kirkman & Son; Charles S. Pearce, Palmolive-Peet Company; A. W. Peet, Palmolive-Peet Company; L. A. Waltke, Wm. Waltke & Son.

### Thomas G. Cooper Dies

Thomas G. Cooper, president of T. G. Cooper & Co., Philadelphia vegetable oil and chemical house, died early last month at the age of sixty-six, following a short illness. Mr. Cooper was well known in the trade, having been closely connected with it for many years. He founded T. G. Cooper & Co. in 1897. Mr. Cooper was active in trade organization affairs, having been a past president of the Philadelphia Oil Trades Association and an honorary member of the Oil Trades Association of New York. Representatives of both organizations attended the funeral.

Castile soap has been defined in Spain, through the issuance of a Royal Order, dated May 18, 1927. It is described as an almost white product, soft, pleasant in odor, slightly alkaline in taste, entirely soluble in alcohol and water and made with olive oil and a good grade of caustic soda. The fatty acids should have an iodine value of between 69 and 82, not more than 0.3 per cent of free alkali is admissible and the water content is limited to 20 per cent.

"Duz" is evidently considered a well advertised and worth while trade name, by the Keystone Lubricating Co., Philadelphia, who have applied for a registration of the name for lubricants, oils and greases.

## Crusellas Head Visits Europe

L. M. Santero, active head and general manager of the Crusellas organization, the largest manufacturers of soap and toilet preparations in Cuba, arrived in New York, June 21 aboard the King Alfonso XIII from Havana en route on a four months trip to Europe. The steamer sailed from New York for Spain June 23. A few weeks are being spent at the estate of the Crusellas family in Spain. The European trip will also include visits to Switzerland and France, and possibly to Italy. Mr. Santero expects to return to Havana about Oct. 15.

In the party with Mr. Santero was Mrs. R. Crusellas, wife of one of the founders of the



L. M. Santero



L. M. Santero, active head of Crusellas with his wife and her mother, Mrs. R. Crusellas, wife of one of the founders of the Crusellas organization in Cuba. Photographed in New York en route to Europe.

company, and also Mrs. Santero, a daughter of Mrs. Crusellas. Altogether, about ten members of the family are making the European trip.

Research to determine the most suitable and economical grades of sodium chloride or salt for regeneration of zeolite water softening systems has been completed by the International Salt Co., New York, and the data for the various types of softeners is now available.

National Oil Products Co., Harrison, N. J., textile soap and oil specialty manufacturers, have moved into a new office building.

## Glycerin Firmer in Europe

Glycerin is somewhat firmer in Europe as the second half of the year begins, according to the report of Parsons & Petit, New York, under date of July 1: "Dynamite—More interest has been shown this week, but there have been only a limited number of transactions. As a rule, buyers' views are much below sellers'. 21½c is the minimum asking price, but there are makers in certain directions, who are encouraging counter-bids, although not to the extreme that some of the buyers have gone. Foreign goods have recently been purchased, for American account, at a fraction above 20c, duty paid, laid down here, but the market abroad has become somewhat firmer, within the last day or so. It is contended by prominent factors in the trade, that the decline is by no means at an end, but on the other hand, we hear the opinion expressed, that the bearish features of the situation have been over-discounted, and that the market will adjust itself shortly, to a level, possibly 2c per lb. above what it is today; we are inclined to think that the latter view is more nearly correct, in spite of which, there may be a further shrinkage in values, before the improvement begins. Crude—Foreign Lye has been purchased, for American account, at the equivalent of 14¼c per lb., new drums included, duty paid, laid down here, but cable quotations today indicate a slightly higher market over there. Buyers here are only bidding 14c, basis of 80%, loose, delivered at their works, for domestic goods, and but little interest is shown even at that. Saponification is nominally 15½c to 15¾c, basis of 88%, loose, delivered."

## Students Course at Exposition

When the Eleventh Exposition of Chemical Industries opens in the Grand Central Palace, for the week beginning September 26th to October 1st, 1927, an educational opportunity will be offered through the Students' Course. The committee and Exposition management have arranged lecture courses by the leading authorities in their various subjects. These speakers are preparing to give the students of chemistry and chemical engineering a prospective of the industry as a whole. There will be two classes, one for advanced students and another for those who have not had experience in unit practice or processes. The plans call for two lectures a day for four days and will include consideration of disintegration, mechanical separation, handling materials and materials of construction.

## More Soap Made in Canada in 1926

The Canadian soap industry showed a substantial increase in production during 1926. The value totalled \$18,908,991, as against \$17,388,506 in the preceding year. More than two and a half million dollars was paid to the 1,997 employees. Raw materials cost \$10,910,278, an eight per cent increase. Capital employed stood at \$17,021,005, as compared with \$16,731,558 in 1925. Thirty-eight concerns produced soaps chiefly, 22 were classed as manufacturers of washing compounds, and 40 as makers of toilet preparations. Imports of soap reached a value of \$1,199,893 and exports, \$783,261.

Eight tar-distilling units and 7 plants manufacturing disinfectants gave employment to 190 people in 1926 and produced commodities valued at \$2,942,443, an increase of \$319,622 over the sales value of the 1925 output. Capital employed \$4,208,697, represented an increase of a million dollars. The principal products were creosote oil and other special oils, pitch, refined tar, cresylic acid, tarred felts and sheathings, roofing cement and disinfectants.

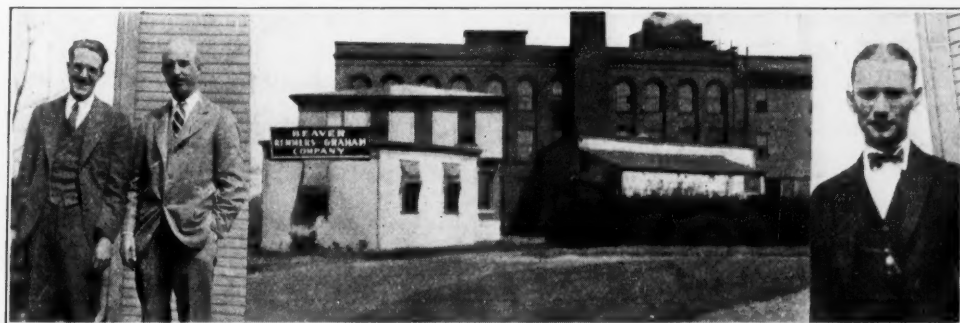
There were 124 Canadian plants producing

miscellaneous chemical products last year. The output of these factories reached a value of \$11,592,356. Materials cost \$5,461,224. Insecticides, polishes, dressings, sweeping compounds and other chemical products are included in this group.

Canada's chemical and related industries again showed substantial progress. Production by the 533 plants reporting in 1926, was valued at \$120,369,518, an increase of seven and a half million dollars over the reported value of sales in the preceding year and the highest on record since 1920, when enhanced prices partially accounted for the high value of production. Volume production was the greatest since the war period. Materials used cost \$59,756,675, an increase of 3.5 millions over 1926. Imports showed a substantial increase over 1925 while exports were considerably lower. Total imports had a value of \$31,358,384, as compared with \$27,653,819 in 1925. Sixty-four per cent of all imports came from the United States. Exports were valued at \$16,308,773, as against \$17,490,254 in 1925. Soaps were among the most important items on the list. Of the total, 50 per cent of Canada's exports of chemical products went to the United States.

### CANADIAN SOAP PRODUCTION, 1922-1926

Year	No. of Plants	Capital Employed	No. of Employees	Salaries and Wages	Cost of Materials	Selling Value of Products	Value added by Manufacturing
1922	68	\$15,781,244	1,873	\$2,215,316	\$8,484,676	\$15,841,905	\$7,357,229
1923	70	15,668,592	2,082	2,459,655	9,400,752	17,909,011	8,508,259
1924	66	16,367,069	1,904	2,359,060	8,782,085	15,965,318	7,183,233
1925	88	16,731,558	2,050	2,618,507	10,093,741	17,388,506	7,294,765
1926	100	17,021,005	1,997	2,537,843	10,910,278	18,908,991	7,998,713



Soaps formerly made by the Beaver Soap Co., at Dayton, and the Remmers-Graham Soap Co., at Cincinnati, are now being made in this Dayton factory by the Beaver-Remmers-Graham Co. On

the left are R. T. Kline, assistant secretary, and L. C. Snyder, treasurer of the firm. Mr. Fey, in charge of the private label soap division of the company is on the right.

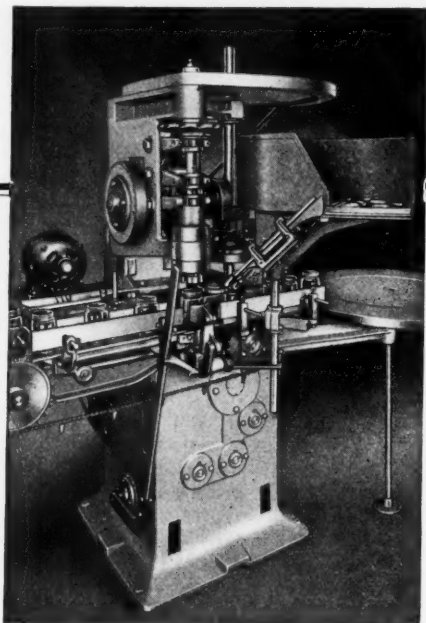


**NEW**—this little brother to the famous Standard Rotary Multiple Head Capper; provides an automatic machine ideal for divided runs.

## Applies and Tightens Bottle Caps (*automatically*)

**YOU** can do your capping automatically and economically whether your runs are large or small. Here is our new Standard Single Head Capper that *applies* as well as tightens the cap. It handles continuous and divided thread and Amerseal caps of any standard size or shape without marring the finest finish.

This machine employs the famous Standard pick-up-and-apply system used in our Multiple Head Rotary Capper. Its straight line bottle feed minimizes agitation of liquids, and receives directly from your filling machine. A Cap is not passed to the



tightening jaws unless a bottle is in place to receive it. The machine can be regulated to turn caps to any tension desired, and to run at any speed up to 40 per minute. Control is by means of a single lever, with direct motor drive and switch on the machine.

### We Manufacture Forty Types of Packaging Machines

This is but one of many machines developed and manufactured by us for handling liquids and semi-liquids. Consider Pneumatic-Standard Bottling Equipment—send us a sample container and details for suggestions and estimates.



**PNEUMATIC SCALE CORPORATION, Ltd.**  
NORFOLK DOWNS, MASS., U. S. A.

NEW YORK  
26 Cortlandt St.

LONDON

CHICAGO  
360 N. Michigan Ave.

MELBOURNE

SAN FRANCISCO  
320 Market St.

### Soap Exports Large in April

April's soap export business was the best of any month so far this year, passing the three previous months' figures in all groups in both dollars and tonnage, excepting for January toilet soap tonnage. Group totals, together with the leading buyers, follow:

#### Toilet Soap

	Pounds	
Total exports .....	699,575	\$275,820
United Kingdom .....	134,903	60,141
Cuba .....	102,554	32,872
Philippines .....	73,343	19,148

#### Laundry Soap

Total Exports .....	4,985,273	\$337,941
Philippines .....	1,524,030	88,768
Haiti .....	738,731	45,551
Canada .....	682,881	50,230

#### Other Soap

Total exports .....	1,241,219	\$107,458
United Kingdom .....	375,568	18,908
Philippines .....	196,364	11,750
Cuba .....	102,549	8,857

Fraudulent and fake advertising of soaps, medicines, toilet articles and the like will be stamped out through proceeding against the publishers of journals containing the advertisements, according to a recent statement by William E. Humphrey, of the Federal Trade Commission. Mr. Humphrey said the fraudulent advertiser could not be located in a number of instances, it being the practice of such a house to fold up its tents, steal away, and start in a new locality, when proceedings were started. He expressed the opinion that acting against the publisher, who could not disappear so easily, might stamp out this evil practice.

Reports, indicating that the Manufacturers Soap & Chemical Co., Cleveland, Tenn., had been sold to Robert Cowan, a chemical engineer in the employ of the firm, are untrue, according to a statement given out by H. B. Moore, vice president and general manager of the company. No changes in the name, location or management of the house are contemplated at this time.

Crude glycerin imports totaled 521,513 pounds, valued at \$85,548, in April. Refined goods, to the amount of 405,536 pounds and valued at \$91,873, were brought in during the same month. France supplied almost fifty per cent of the crude glycerin. Germany and the Netherlands shipped all of the refined material, 220,825 and 184,711 pounds respectively.

### Lever Brothers Hold Annual Outing

The eleventh annual outing of the employees of Lever Brothers Co., Cambridge, Mass., was held June 11 at Canobie Lake Park, Salem, N. H. About 1,400 employees and their families attended, 900 making the trip from Boston by train and 500 by automobile. Two handsome silver cups were donated again this year by President F. A. Countway for the Obstacle



Dwight F. Crow and Elizabeth M. C. Hillis

Golf Tournament. The winners were Miss Elizabeth Hillis and Dwight F. Crow. In the regular open golf tournament held in connection with the picnic, F. D. Carroll was first with a low net of 64, with A. C. Roche, company treasurer, and H. A. Morrison, plant engineer, tied for second with 73.

In a closely contested ball game between the office and works, the office team won by a score of 4-3. A versatile athlete was revealed in Miss Margaret Allen, who not only won the 50 yard dash for the Manager's Cup and other events, but also took first prize in the sewing contest. The General Manager's Cup for men was won by Bennett Anshen with Bernard Shelton second in a 75 yard dash. In the 75 yard open dash, John Finnegan was first.

Music during the day was supplied by Morey Pearl's Boston Orchestra for dancing, while Stiles Military Band gave several concerts. Among the executives who attended the picnic were President F. A. Countway; Russell White, General Manager; Arthur F. Bernhard, General Sales Manager; Arthur C. Roche, Treasurer; Walter E. Lannefeld, Assistant to the President; Grafton B. Perkins, Advertising Manager; Homer M. Clark, Associate Advertising Manager; J. R. Cove, Works Manager; Floyd S. Davis, Secretary; and H. A. Morrison, J. W. Bodman, George Greene, and J. W. Hegeman.



*"Distinguished for its high  
test and uniform quality."*

# Soda Ash Caustic Soda Bicarbonate of Soda

## Michigan Alkali Company

General Sales Department

21 East 40th St. - - New York City

Chicago Office: 332 South Michigan Ave.

Works: Wyandotte, Mich.

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### Soap Manufacture in Russia

The bulk of Soviet Russia's soap manufacturing is done by State trusts and other associations controlled directly by the Government, according to a recent article in the *British Soap Manufacturer*. These organizations operate between forty and fifty well equipped factories, scattered all over the country. Production figures for the year 1925-26 are estimated as follows:

	Weight kgs.	Value rbls.
Soap (hard) ..... for washing and domestic use	100,801,423	39,094,789
Soap (liquid) ..... doz.	1,505,498	411,674
Soap (scented) ..... doz.	10,431,994	26,359,575
Total, kgs. ....	115,451,231	65,866,128

These figures do not include the outputs of private factories and of widely separated village enterprises, but are believed to represent the bulk of production. Imports are very small, amounting to only 13 tons in 1924-25, and less last year. Exports are increasing, somewhat over 300 tons being shipped out every year, at the present time. Most of this material is going to Asiatic countries. A considerable amount of glycerin is also produced, over three and a half million kilograms having been turned out in 1925-26. This was practically double the previous year's production. Only small amounts are available for export.

Hawaii and Porto Rico, also important markets for American soaps, pared their purchases considerably in February. Hawaii bought 13,391 pounds of toilet soap, valued at \$4,626, and 651,492 pounds of other soaps, valued at \$45,258. Porto Rico reduced her requirements to 34,772 pounds of toilet soap and 815,482 pounds of miscellaneous soaps, valued at \$9,476 and \$45,258 respectively.

Reports from Norwegian whaling fields indicate the catch has not been as successful this year as in either of the two previous seasons, most of the companies having fallen below their 1926 and 1925 production figures. The whaling season has already opened at Victoria, B. C., but no information regarding the outlook is available at this time.

Twenty-five men who were formerly with Swan & Finch Co., New York, and who are still engaged in some phase of the oil business, held a get-together dinner at the Yale Club, New York, on June 13.

### Opportunities for Export Trade

The following opportunities for export of American soaps and allied products have come to the Bureau of Foreign and Domestic Commerce, Washington, D. C. American manufacturers can secure the full details of the inquiries by communicating with the Bureau, care of the Department of Commerce. Be sure to mention the number of the Foreign Trade Opportunity in writing.

25,760	Cheap soaps	Cuba	Agency
25,476	Disinfectants	Spain	Agency
25,476	Metal Polish	Spain	Agency
25,778	Fly Spray	Argentina	Purchase
25,760	Disinfectants	Cuba	Agency
25,428	Stove Polish	Netherlands	Purchase
25,395	Soaps	China	Agency
25,396	Soaps	Germany	Purchase
25,468	Toilet soaps	Egypt	Agency
25,704	Soaps	India	Purchase
25,642	Laundry soaps	Egypt	Agency
25,672	Toilet soaps	Egypt	Agency
26,005	Toilet soaps	Germany	Agency
24,921	Laundry soaps	Porto Rico	Agency
24,899	Soaps	Manila, P. I.	Purchase
24,893	Toilet soaps	Java	Purchase
26,106	Fly Sprays	Italy	Purchase
26,063	Toilet soaps	Germany	Agency
26,016	Laundry soaps	Porto Rico	Agency
25,858	Cleaning comp.	Netherlands	Purchase
25,810	Toilet soaps	India	Agency

E. R. Squibb & Sons have successfully directed the attention of Federal authorities toward certain parties who have been active in attempting to counterfeit their goods. The case dealt particularly with mineral oil, where it was charged that shipments of bottled goods, very similar in appearance to the Squibb product, were made. The bottles were shaped the same and the labels, packages, etc., were modeled directly after Squibb's. One local action has already been brought successfully, another is pending and the Federal agents have become interested in the prosecution of both cases.

McGowan Laboratories, Inc., Chicago, has been ordered by the Federal Trade Commission to cease making false and misleading advertising statements regarding "Reducine" in the magazine "True Romances." The publishers are also named in the complaint. The product is a cream applied to the exterior of the body.

L. H. Hartland-Swan, C.B.E., member of the Board of Lever Brothers, Limited, England, was a recent visitor to Toronto, accompanied by his wife. After a short visit in Canada, combining business and pleasure, they proceeded to the United States and sailed from New York the middle of July.



# SAPOFIXIN

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We invite you to try our Sapofixins  
in your Soaps as reinforcers.

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Sapofixin Eau de Cologne

Sapofixin Hyacinth

Sapofixin Lavender

Sapofixin Lilac

Sapofixin Lily of the Valley

Sapofixin Orange

Sapofixin Pine

Sapofixin Rose

Sapofixin Violet



## HEINE & CO. NEW YORK

TELEPHONE BEEKMAN 1535

52-54 CLIFF STREET

Sole Distributors for HEINE & CO., A. G., Leipzig  
in the United States and Canada

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## PERSONAL and IMPERSONAL

Alexander Goodman of the United Kingdom Glycerin Producers Association sailed for England on July 1 from Montreal after a two weeks stay in the United States and Canada. Mr. Goodman visited New York and Chicago in studying the glycerin situation. He arrived in New York on June 18.

Eugene H. Sterne, president of the Cincinnati Soap Co., sailed from Quebec, June 27, for a three months' tour of England and continental Europe. He was accompanied by Mrs. Sterne and their son, Eugene, Jr. Mr. Sterne expects to make a particular study of economic conditions, while abroad, with a view toward expanding his company's export business in the future.

Solar Products Co., Chicago, manufacturers of Hanslick, a powdered hand soap, have just instituted an advertising and sales campaign in Rochester, N. Y. with a view of testing the Eastern market. Territory on the eastern seaboard, including New England, Atlantic, and Gulf states, is in charge of H. F. Wamvig, 80 Maiden Lane, New York, sales representative of the company.

A hearing in the complaint of the Federal Trade Commission against James J. Bradley & Co., New York, for labelling an American made soap "English Tub Soap" was held June 29 and 30 at 45 Broadway, New York, before a Commission examiner. Messrs. Smith of Yardley & Co., Katz of Evanson Sons, McGrotty of Empire Soap, and Maeding of R. H. Macy & Co., testified at the hearing.

So-No-Sud Mineral Works, Findlay, Ohio, just started to manufacture and sell a mineral soap cleanser and water softener. It may be used for all cleaning purposes.

Los Angeles Soap Co., Los Angeles, will hold its first annual picnic for all connected with the company and their families on July 17. Various games will carry elaborate prizes for the winners. The sports program will be followed by a monster barbecue.

Scholler Bros., Philadelphia textile soap manufacturers, have purchased a six acre tract of land at St. Catharines, Ont., Canada, and are planning on building a factory on the site in the near future. Textile soaps, sulphonated oils and various textile softeners and specialties will be made in the new plant. Additional details will be available when plans have been completed.

Yardley & Co., English soap manufacturers, have finally been successful in securing a building permit from the Union City, N. J., city council, and are now building a warehouse and distributing center on the site bought there over a year ago. The new building will measure 80 by 160 feet, will be three stories high, of modern concrete fireproof construction. It is expected that it will be completed by the end of the year. While the building will serve mainly as a warehouse and distributing point, it is believed that some of the final production steps, such as packaging, will be taken there.

Eaton-Clark Co., Detroit manufacturers of dry cleaning soap and various cleaners' specialties, will move into a new office and warehouse building, now under construction, about Oct. 1. The firm was established in 1838, by Theodore H. Eaton, Sr., and has been in its present office building since 1849.

A new powdered soap is now being marketed by the Bonita Products Co., Atlanta, Ga. Although the soap has just been introduced, plans for extensive advertising, particularly in the South, have already been made.

H. M. Westfall, head of the Snow White Cleaner Co., Albany, N. Y., announces that a building in Pittsfield, Mass., has been leased by the firm and will shortly be occupied as a factory.

The old Marx & Rawolle glycerin refining plant is being dismantled by Consolidated Products Co., New York, the owners. At one time plans were under way, looking toward re-opening the factory, but suitable arrangements could not be made.

# Bouquet and Flower Odors

for

## LIQUID and CAKE TOILET SOAPS

AMONG the specialties for soapmakers, which we carry in stock, are a wide variety of bouquet and flower perfumes, especially prepared for use in soap perfuming. In price, they range from \$2.50 to \$8.00 a pound. They are highly concentrated and therefore economical to use. If you merely want to mask objectionable odors in bulk soaps you will be interested in our special odors, made for this purpose and priced at from 60c to \$2.40 a pound.

*Samples Submitted on Request*

## New Crop ROSEMARY

WITH production of new crop Oil of Rosemary now in full swing at the factories of Bertrand Freres, we are now in position to quote attractive prices on contracts covering your requirements for the balance of the year. What are your needs?



*Sole Representative of*

### Bertrand Freres, S. A.

GRASSE

FRANCE

### P. R. DREYER

26 CLIFF STREET

NEW YORK

*Sole Selling Agent for*

NORD AFRICAN COMMERCIAL

Alger, Africa

Oil Geranium

PAOLO VILARDI  
Reggio Calabria, Italy  
Messina Essences

VANILLIN FABRIK  
Hamburg, Germany  
Aromatic Chemicals

Say you saw it in SOAP!

Chicago Perfumery, Soap and Extract Association held its annual stag picnic at the White House, Chicago, on Wednesday, June 15. Following a buffet luncheon, there were baseball games, horse shoe pitching and other amusement, with a chicken dinner served in the evening. P. R. Dreyer of New York and W. H. Schutte were crowned the horse shoe champions.

Cuticura soap advertising is now being handled by Atherton & Currier, New York, also advertising representatives for another concern close to the soap trade, the Solvay Process Co.

Pritchard & Constance have obtained a revised ruling on the classification of certain soap imported into the United States by them. It had been assessed a duty of thirty per cent, as toilet soap, the new classification being as powdered soap, with a duty of fifteen per cent.

Interest in soap sculptures has mounted considerably in the past year as over two thousand statues, plaques, etc., made from white soap, were on view during the third annual exhibition, held at the Anderson Gallery, New York, early last month. Procter & Gamble Co. offered \$1,000 in prizes, which were distributed to those showing the most worth while work.

A. L. van Ameringen has opened a research laboratory at Orange, N. J., where ample provision for work, along scientific lines in various aromatic chemicals and other perfuming materials has been made. The laboratory, in charge of C. V. Smith, will co-operate closely with the firm's New York headquarters in working out the problems of the van Ameringen customers and in producing new odors for soaps and perfumes.

Manhattan Soap Co., New York, plans to move their factory to Bristol, Pa., next Fall. Fourteen acres of ground and buildings have already been purchased at Bristol and are now being prepared for use as a soap factory. The company will continue to maintain its head office in New York.

Mathieson Alkali Works, New York, have just completed a bulletin, No. 270, covering liquid caustic soda with a comparison of costs, freight rates, analyses, uses, shipment, and other data. Copies can be secured by writing to the company at 250 Park Ave., New York.

Royal Crown Soap Co., Vancouver, B. C., has started work on a \$75,000 addition to its factory.

An English soap making firm, R. Critchley, Ltd., makes a practice of giving each of their employees three pounds of soap each week, according to the *British Soap Manufacturer*. This was brought out in a recent trial of one of their workers, who was charged with appropriating more than the customary three pounds in a single seven day period.

Marketing research will be the first thing to occupy the attention of Armour & Co.'s new research department, headed by William P. Hemphill, recently elected a vice-president of the company. Research into other fields will follow.

John F. Queeney, chairman of the board of Monsanto Chemical Works, represented St. Louis's chemical industry on the Lindbergh reception committee in charge of the return of the popular young airman to his home city.

Empire Soap Co., representing soap manufacturers in New York, has moved to 260 West Broadway.

A new process for making soap from petroleum has been perfected by Alfonso Sogamoso, Long Island City, N. Y. No information regarding the details of the process have been made available up to this time. The inventor claims that the soap lathers as well and is as effective, if not more so, than soap made from vegetable oils or animal fats.

Karl Kiefer Machine Co., Cincinnati, builders of liquid handling machinery, have issued a small catalog describing their jar and bottle washing equipment.

A tooth paste manufacturer, the Lemorax Co., has been requested, by the California authorities, to discontinue operating in that State until a stock selling permit be secured. The firm has been giving stock with orders for its product.

Lambert Co. is offering to stockholders 50,000 shares of new capital stock at \$67.50 per share in a ratio of eight shares of new stock for each 45 shares now held. Proceeds will be used to purchase 56,500 shares of the Lambert Pharmacal Co. to bring the total of stock in this latter firm held by the Lambert Co. up to 64 per cent. Lambert Pharmacal Co. manufactures Listerine and Listerine toothpaste.

Société Anonyme des Etablissements

# ROURE-BERTRAND FILS

LARAGNE (France)

GRASSE

BOUFARIK (Algeria)

**GERANIUM AFRICAN**

**GERANIUM BOURBON**

**LAVENDER FLEURS**

**VETIVERT BOURBON**

**YLANG YLANG BOURBON**

**YLANG YLANG NOSSI BE**

**PETIT GRAIN South American**

*Will be pleased to submit samples  
with prices on request*



*Sole Agents for U. S. and Canada*

**GEORGE SILVER IMPORT CO.**

**461-463 Fourth Avenue**

**New York**

Say you saw it in SOAP!

## ON PRODUCTS AND PROCESSES

The percentage of water which remains in soap flakes after treatment for 45 minutes in a desiccator depends upon their proportion of unsaturated fatty acids, and therefore upon the iodine number. After drying under given conditions, the higher the iodine number, the greater the percentage of water. To obtain soap flakes containing not over 10 to 12 per cent moisture after 45 minutes drying, the iodine number must not exceed 51.5 to 52.5.—*Ind. Japon.*, 23, 1927.

A good alcohol soap, especially suitable for use in wet-cleaning, may be made as follows: 30 pounds of triple distilled oleic acid, 93 ounces of caustic potash, 4 gallons of gasoline, benzol or trichlorethylene, 2 gallons of 188 proof denatured alcohol and 1 pint of water. This yields about 10 gallons of soap. The formula was worked out by Julian C. Shaw, a chemist employed in a dry cleaning plant, and was published in an article in the *National Cleaner and Dyer*.

Glyptal is a new condensation product of glycerin and phthalic anhydride particularly adaptable for use in electrical insulation—*Jour. Chem. Education*, 4, pg. 460, 1927.

A detergent for use in gasoline for cleaning clothes and other materials has been patented as No. 1,624,055 and is composed of castor oil, 25 gals.; powdered magnesia, 25 lbs.; redistilled red oil, 1 gal.; acetone, 1 gal.; and ammonia water, 2 gal. The ingredients are mixed and allowed to react.

Food products exposed to commercial fumigation with chlorpicrin were apparently undamaged. Germination tests with various grains and seeds exposed for one week to a concentration of 0.8 lbs. chlorpicrin per 1,000 cu. feet, showed no detrimental effects.—*Ind. Eng. Chemistry*, 19, 461, 1927.

To identify olive oil extracted with a solvent, five cc. of filtered limpid oil are warmed with

5 cc. of acetone until dissolved, cooled and passed through a filter moistened with acetone. Drops of the filtrate are then poured into a capsule and made to come in contact with concentrated sulfuric acid. A fine persistent wine red color, turning to violet, indicates extraction with solvents, even if the oil is refined. Some oils yield a slight rose color which disappears. Oils with more than 3 or 4 per cent acidity are neutralized and washed before the test.—*Ind. Oli e Grassi*, 6, pg. 64, 1926.

While monopole soap and others contain 6 to 10 per cent combined sulfuric acid, it is possible to incorporate as much as 15 to 20 per cent or more by the proper quantity and choice of the sulfonating medium, combined with proper treatment during sulfonation, neutralization and washing. Such highly sulfonated products are more stable toward lime, salt, and acids than the usual products, and especially useful for cotton sizing and acid dyeing. They may be used with soaps or saponified together with fatty acids or neutral fats. They resist hard water up to 20 to 60 degrees of German hardness.—*Seifensieder Zeitung*, 54, pg. 130, 1927.

A good hawthorne perfume for soap may be made with 35 parts of anisic aldehyde, 15 of geranium, 7 of citronella, 3 of sandalwood, 10 of jasmin, 5 of benzoin, 10 each of cedarwood and bergamot and 5 of musk xylene, according to a formula recently published in *Les Parfums de France*. In the same journal, the following formula, for perfuming a benzoin soap, appeared: 45 parts of benzoin resin, 5 of geranium, 40 of copaiba balsam, 1 each of methyl salicylate and vetiver, 5 of phenylethylalcohol and 3 of hydroxycitronellal.

A soap compound which has been patented as U. S. No. 1,623,340, is composed of a neutral vegetable oil soap dissolved in sufficient water and neutralized sulfonated castor oil to form a thick liquid and the latter is whipped to a creamy consistency, giving a product suitable for toilet or household use.



# Direct Trading—

Acting as agents for reliable foreign distillers, we offer our services as importing brokers or merchants.

In spite of the fact that we are absolutely first hand since we act for the producers, our prices are generally high compared with current market quotations. This is because we only offer pure oils and never "standardize" the quality to meet the buyer's idea of price.

We specialize in the following oils, handling only the original PURE qualities in drum lots:

BERGAMOT	LAVENDER, Flowers	PENNYROYAL, 90%
BOIS DE ROSE	LAVENDER, Spike	ROSEMARY, Spanish
GERANIUM, African	LEMON, Italian	VETIVER, Bourbon
GERANIUM, Bourbon	ORIGANUM, 65%	YLANG, Bourbon



## COUPEY FILS

160 Pearl Street - - New York

ALSO

COUPEY FILS & DEHAIS,

17 Rue de Constantinople, Paris

Cables: COUPEDEHAI, Paris & New York



Say you saw it in SOAP!

## CONTRACTS AWARDED

THE following contracts have been awarded or bids filed for supplies of soaps, disinfectants, insecticides, polishes, cleaning compounds, and allied materials for various Government department during the past month. In reporting awarded contracts, only name, quantity and price of successful bidder are given.

Standard Supply & Equipment Co., Philadelphia, awarded 3,750 lbs. metal cleanser for Frankfort Arsenal, Cir. 305, at 9.315c lb., 1%.

Samuel Lewis awarded 500 qts. ammonia water at 12.25c qt. for account N. Y. Federal Bldg. Supplies. Also to United States Soap Co. for same purpose, 1,239 doz. cakes grit soap for fine work at 38.7c doz. Also to Lightning Lye Co., 173½ gross caustic soda at \$8.35 gross. Also, 903 cases laundry soap, 16 oz. cakes, at 4.83 lb. to J. Eavenson & Son. Also, 23,987½ lbs. white floating soap at 8.2c lb. to Windsor Soap Co. and 3,300 lbs. same f.o.b. cars at 7.57c lb.

Imperial Metal Polish Co., Philadelphia, awarded Phila. Q. M. Cir. 189, 1,300 cans silver polish at 9-7/12c can, 2%.

F. J. Lewis & Co., Chicago, awarded 1,500 gals. creosote oil in returnable drums extra, 20.37c gal. Cir. 1276.

Coopers Creek Chemical Co., West Conshohocken, Pa., awarded 1,500 gals. disinfectant in 50 gal. drums at 99c gal. and 1,000 gals. in one gal. cans at \$1.14 gal. for U. S. Marine Corps, Phila. Sch. 672.

John T. Stanley Co., New York, awarded contract for 10,020 lbs. laundry soap at 4.97c lb. for the Brooklyn Quartermaster Depot, Cir. 143. Others awarded on same circular were: Be Vier & Co., 4,000 cakes scouring soap at 3.12c cake; John T. Stanley Co., 150,000 lbs. powdered soap at 8.47c lb.; H. A. Rosenthal Co., 200,000 lbs. washing soda at 1.59c lb.; Utility Co., 72 cans mechanics soap at 10c can; Windsor Soap Co., 1000 cakes white floating

soap at 3.17c cake; J. Robert Somerville, 1,200 lbs. washing powder at 9.5c lb.; Swift & Co., 350 lbs. issue soap at 5c lb.; Windsor Soap Co., 250 lbs. soap powder at 3.6c lb.; John T. Stanley Co., 2,160 lbs. laundry soap at 4.97c lb.; Purdy & Stevens Supply Co., 480 cakes of scouring soap at 3.25c cake; John T. Stanley Co., 400 cakes grit soap at 3.73c cake; Purdy & Stevens Sup. Co., 600 cakes scouring soap at 3.5c cake; Austin, Nichols & Co., 444 cakes toilet soap at 3.71c cake; Purdy & Stevens Sup. Co., 300 lbs. washing powder at 3.5c lb.

Unity Sanitary Supply Co., awarded contract for 24 qts. Flit at 65c each. Also for 34 gals. metal polish at 75c gal.

Award prices for soap, etc. Brooklyn Quartermaster, Cir. 120, were as follows: laundry soap, Colgate & Co., 4.46c cake; lye concentrated, B. T. Babbitt, Inc., 5.72c lb.; naphthalene flake, Pacific Chemical Co.; 4.45c lb.; benzine soap, John T. Stanley Co., 18.5c lb.; laundry soap, Windsor Soap Co., 5.5c lb.; powdered soap, J. Eavenson Son, 8.54c lb.; liquid soap, R. M. Hollingshead Co., 40c gal.; toilet soap, Austin, Nichols & Co., 7.44c cake; washing soda, Solvay Sales Corp., 1.6c lb.; soap powder, Windsor Soap Co., 3.53c lb.; scouring soap, Purdy & Stevens Supply Co., 3.49c cake; white soap, Windsor Soap Co., 3.26c cake; milled toilet soap, Francis H. Leggett & Co., 3.43c cake; hand soap, John T. Stanley Co., 11.5c can; fine grit scouring soap, Austin, Nichols & Co., 4.1c cake; also quantities, 3.99 and 3.98c: disinfectant, Armstrong & Galbraith, 22.5c; scouring powder, Swift & Co., 4.2c lb.; saddle soap, James Good, Inc.; 12.6c 14c and 18c lb.; saddle soap, R. M. Hollingshead & Co., 18c lb.

Windsor Soap Co. was awarded 35,000 lbs. soap powder for U. S. Marine Corps, Sch. 635, at 3.24c lb., 2%.

For 12,000 lbs. castle soap for Brooklyn and Hampton Roads, the following bids and prices were received: J. Eavenson & Sons, \$2,460; James Good, Inc., \$2,172; Holbrook Mfg. Co., \$2,100; Kranich Soap Co., \$1,992.



# DOW AROMATIC CHEMICALS



**F**OR years, we have been supplying Dow Methyl Salicylate (Synthetic Oil of Wintergreen) to makers of soaps, cosmetics, spray materials, and antiseptic solutions for use wherever the characteristic odor of Wintergreen is sought.

Dow Coumarin, prepared synthetically, and without adulterant odors, is a standardized product with wide use in perfume blends, particularly for soaps.

Other kindred aromatic chemicals, given wide use by manufacturers of soap, spray, and antiseptic solutions, are:

Methyl Anthranilate (Synthetic Oil of Neroli)

Paradow (Unadulterated Paradichlorobenzene) for deodorizing blocks, moth preventives, etc.

Complete information and prices will be sent promptly upon request.

**THE DOW CHEMICAL COMPANY**  
MIDLAND MICHIGAN

Branch Sales Offices:

90 West Street, New York City  
Second and Madison Streets, Saint Louis



**DOW**

*The usual Dow Service is a part of every order for Dow Aromatic Chemicals*

## RECORD OF TRADE-MARKS

The following trademarks were published in the June issues of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of Sept. 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of opposition. As provided by Section 14, a fee of ten dollars must accompany each notice of opposition.

### Trade-Marks Filed

**Mahogany**—This in black letters describing soap. Filed by Colgate & Co., Jersey City, N. J., Mar. 15, 1927. Claims use since 1894.

**Asepsin**—This in black letters in the form of a semi-circle describing soap. Filed by Lloyd Bros. Pharmacists, Inc., Cincinnati, Ohio, Mar. 21, 1927. Claims use since December, 1894.

**9**—This with a streak of lightning through it describing insecticides and rodenticides. Filed by W. C. McKee, Columbus, Ga., April 14, 1927. Claims use since April 7, 1927.

**Odorall**—This in black letters describing insecticides. Filed by the Dill Co., Norristown, Pa., April 20, 1927. Claims use since Dec. 14, 1926.

**Nox-Tox**—This in black letters describing insecticides. Filed by W. D. Carpenter Co., Inc., Syracuse, N. Y., April 21, 1927. Claims use since March 10, 1927.

**La Holandesa Limpiador Domestico**—This in black letters over a picture of a woman with a stick in her hand describing soap powder combined with mineral ingredients. Filed by Cudahy Packing Co., Chicago, Ill., April 1, 1927. Claims use since April 12, 1924.

**Keepco**—This in black letters describing liquid cleaning compound for glass, etc. and powdered dry cleaner. Filed by Keewaugan Products Co., Inc., North Chicago, Ill., April 6, 1927. Claims use since Oct. 15, 1926.

**Egg-Nog**—This in black letters describing shampoo. Filed by Dynamic Chemical & Mineral Co., Chicago, Ill., April 14, 1927. Claims use since Sept. 1, 1922.

**Pro-Pax**—This in black letters describing household insecticides. Filed by Pax Mfg.

Co., New York, N. Y., April 30, 1927. Claims use since Mar. 1, 1927.

**Jelly-Clenz**—This in black letters describing dry cleaner. Filed by Gulf Refining Co., Port Arthur, Tex., Jan. 27, 1927. Claims use since Dec. 22, 1926.

**Lazy-B**—This written through the picture of a Bee describing laundry and washing powder having incidental water-softening properties. Filed by Milroy Products, Inc., Philadelphia, Pa., April 9, 1927. Claims use since March 1, 1927.

**Bis-Kut**—This in black letters describing product composed of steel wool and soap for cleansing, scouring and polishing. Filed by Dirt-Kut Co., Springfield, Ohio., April 18, 1927. Claims use since Jan. 1, 1922.

**Peet Bros.**—This in black letters describing soap. Filed by Palmolive-Peet Co., Chicago, Ill., April 18, 1927. Claims use since 1894.

**Silver Queen**—This in black letters describing powdered soap. Filed by William Moore, St. Louis, Mo., April 20, 1927. Claims use since Jan. 15, 1926.

**Padre**—This in black letters over the picture of a head in a circle, describing soap. Filed by Palmolive-Peet Co., Chicago, Ill., April 29, 1927. Claims use since July 1, 1923.

**Anti-Kan**—This in black letters describing medicated soap. Filed by Anti-Kan Soap Co., Cambria, Ill., April 30, 1927. Claims use since March 1, 1927.

**Break-O Powder**—This in black letters describing washing powder. Filed by Swift & Co., Chicago, Ill., May 3, 1927. Claims use since Mar. 15, 1927.

**Sure Death**—This written across the pictures of three dead insects with the name of the manufacturer underneath describing insecticide. Filed by United States Laboratories, Davenport, Iowa, Feb. 19, 1927. Claims use since Jan. 4, 1927.

**Nuvo**—This in black letters describing dry cleaners. Filed by The Nuvo Corp., New York, N. Y., Mar. 25, 1927. Claims use since Mar. 15, 1927.

**Ross Soap**—This written on a picture of the container describing soap. Filed by The

# ELKO

## Soap Odeurs and Spray Oils

Use them in perfuming all types of soaps and in theatre and other sprays. They have been especially developed for this purpose. Low in price and of good quality they deserve a definite place among your perfuming agents. In price, they range from \$2.50 a pound to \$12.00. One hundred pounds of soap need only from 12 to 16 ounces of oil. Four ounces will perfume a gallon of theatre spray. Here are a few suggestions from the list.

Bouquet S. (for shampoos)	-	\$3.00 lb.	Muguet S.	- - - - -	\$2.50 lb.
Chypre S.	- - - - -	5.00 lb.	Neroli S.	- - - - -	4.50 lb.
Corylopsis S. 2	- - - - -	3.50 lb.	Rose S.	- - - - -	5.00 lb.
Lilac S. 2	- - - - -	3.50 lb.	Violet S.	- - - - -	5.00 lb.

*for perfuming and coloring deodorizing  
blocks, crystals and allied products—*

## use ELKO COLORODORS

Elko Colorodors are highly concentrated perfume and color bases. In one simple operation they perfume and color your material. The perfume is of pleasing quality and it lasts—the color is lustrous and uniform. One pint of any of these Colorodors will perfume and color 100 pounds of paradichlorbenzene.

### SERIES B.S. 1 SPECIAL—\$5.00 a pint—\$36.00 a gallon

Aroma des Fleurs (Blue)	Jasmin (Yellow)	Narcisse (Yellow)
Carnation (Pink)	Lavender (Lavender)	Orange Blossom (Orange)
Eau de Cologne (Green)	Lilac (Lilac)	Pine (Green)
Fleur de Mai (Yellow)	Lily Valley (Light Green)	Rose (Old Rose)
French Bouquet (Green)	Myls (Red)	Violet (Violet)

### SERIES B.S. 2 SPECIAL—\$2.50 a pint—\$18.00 a gallon

Crabapple (Pink)	Oriental (Green)	Eau de Cologne (Green)
Lavender (Lavender)	Rose (Old Rose)	Narcissus (Yellow)
Lilac (Lilac)	Violet (Violet)	Orange Blossom (Orange)

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regarding manufacturing methods on request to*

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78-80 GREENWICH STREET - - NEW YORK, N. Y.

Aromatic Chemicals, Essential  
Oils, and Perfuming Specialties of all kinds.



For Manufacturers of Soaps,  
Disinfectants, Theatre Sprays,  
Fly Sprays and Allied Products.

Say you saw it in SOAP!



Sydney Ross Co., Newark, N. J., April 4, 1927. Claims use since April, 1920.

**Red Witch**—In black letter at top of a label with a picture of witch on a broom underneath describing a dry cleaner. Filed by the G. & R. Household Chemical Co., Manning, Iowa, June 9, 1926. Claims use since June, 1924.

### Trade-Marks Granted

**226,926**—Soap paper. Josef Schnabl, doing business as Jac. Schnabl & Co., Vienna, Austria. Filed July 15, 1926. Serial No. 234,596. Published Feb. 15, 1927.

**226,937**—Insecticide. M. J. Forsell, doing business as M. J. Forsell & Co., Seattle, Wash. Filed Dec. 14, 1926. Serial No. 241,478. Published Feb. 15, 1927.

**226,953**—Polish for metal. Edward A. Fall, New York, N. Y. Filed Nov. 29, 1926. Serial No. 240,705. Published Feb. 15, 1927.

**226,960**—Detergent—Namely, preparation for cleaning bottles and other receptacles. Boilerine, Limited, London, England. Filed Nov. 23, 1926. Serial No. 240,482. Published Feb. 15, 1927.

**226,963**—Soaps. John Wanamaker Philadelphia, Philadelphia, Pa. Filed Dec. 1, 1926. Serial No. 240,833. Published Feb. 15, 1927.

**226,978**—Soaps. Naamlooze Vennootschap International Perfumery Company, Amsterdam, Netherlands. Filed Oct. 12, 1926. Serial No. 238,515. Published Feb. 15, 1927.

**226,980**—Furniture polish. George L. Franks, doing business as Kenmare Manufacturing Co., Brooklyn, N. Y. Filed Oct. 15, 1926. Serial No. 238,648. Published Feb. 8, 1927.

**226,986**—Shoe cleanser, dressing and polish. Shu-Milk Products Corp., Newark, N. J. Filed Oct. 21, 1926. Serial No. 239,001. Published Feb. 15, 1927.

**227,096**—Toilet soap. James S. Kirk & Company, Chicago, Ill. Filed Dec. 4, 1926. Serial No. 240,980. Published Feb. 15, 1927.

**227,258**—Insect exterminator. Henry A. Stoltze, doing business as Extermx, Chicago, Ill. Filed April 17, 1926. Serial No. 230,366. Published February 22, 1927.

**227,365**—Insecticide, deodorants, and disinfectants. Standard Oil Company (New Jersey), Bayonne, N. J. Filed September 16, 1926. Serial No. 237,340. Published February 22, 1927.

**227,414**—Soap. William Carson Black, Lexington, Ky. Filed December 17, 1926. Serial No. 241,599. Published February 22, 1927.

**227,502**—Cleaning and polishing compound. Kathryn M. De Benedictis, doing business as Bendo Manufacturing Co., San Jose, Calif. Filed December 9, 1926. Serial No. 241,203. Published March 1, 1927.

**227,556**—Deodorant spray. Elsinore Perfume Company, Brooklyn, N. Y. Filed December 20, 1926. Serial No. 241,708. Published March 1, 1927.

**227,564**—Disinfectant, cleansing agent, and detergent. George V. Gross, doing business as G. V. Gross Company, New York, N. Y. Filed December 24, 1926. Serial No. 241,942. Published March 1, 1927.

**227,616**—Soap. Travel-Suds Company, Inc., New York, N. Y. Filed January 8, 1927. Serial No. 242,556. Published March 1, 1927.

**227,619**—Toilet and bath soaps. J. C. Penney Company, Wilmington, Del., and New York, N. Y. Filed January 11, 1927. Serial No. 242,690. Published March 1, 1927.

**227,645**—Cleanser. J. O. Blackburn, doing business as The Blackburn Packers, Lovelock, Nev. Filed November 24, 1926. Serial No. 240,521. Published March 1, 1927.

**227,806**—Shampoo. San-I-Sal Laboratories, Inc., Washington, D. C. Filed January 15, 1927. Serial No. 249,911. Published March 8, 1927.

**227,816**—Disinfectant, deodorant, and germicide. Walter T. Overton, doing business as Overton Chemical Company, Sumner, Iowa. Filed November 20, 1925. Serial No. 223,598. Published March 8, 1927.

**227,860**—Soap. Kenova Ice & Cold Storage Co., Kenova, W. Va. Filed January 12, 1927. Serial No. 242,727. Published March 8, 1927.

**227,861**—Cleaner. Stephen Spyron, Hot Springs National Park, Ark. Filed January 12, 1927. Serial No. 242,759. Published March 8, 1927.

**227,902**—Bath, Toilet, and Shampoo Soap. Haskins Brothers & Company, Sioux City, and Omaha, Nebr. Filed January 26, 1927. Serial No. 243,361. Published March 8, 1927.

**227,921**—Soap. The J. B. Williams Company, Glastonbury, Conn. Filed December 10, 1924. Serial No. 206,554. Published March 8, 1927.

**227,924**—Cleaning preparation. William. W. Doolittle, doing business as Royal Maize Co., Columbus, Ohio.

**227,928**—Shampoo. Edward A. Zink, doing business as The Co-Quin-Oil Company, New York, N. Y. Filed April 10, 1926. Serial No. 229,996. Published March 8, 1927.

# MYSORE GOVERNMENT

## East Indian Sandalwood Oil

SOLE DISTRIBUTORS

Essenflour Products, Ltd.

Mysore

S. India

*Distillers of Essential Oils and  
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**T**HE Mysore Government distills and sells only one grade of Oil, a strictly pure genuine Sandalwood Oil put up in distinctive cans and cases, labelled and serially numbered. Oil supplied in other styles of containers may be U. S. P., but we can accept no responsibility for its genuineness or its freedom from adulteration. The buyer who specifies Mysore Oil should receive it in original containers and is then absolutely protected. This oil we offer exclusively in labelled containers. Further protection is insured by the smaller label placed over the cap. This label is numbered and a complete record of each case shipped is kept by us.

***For your own protection, insist on  
Original Cans and Cases***

PACKED IN 100-LB. CASES—EACH CASE  
CONTAINS 4 25-LB. TINS  
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Say you saw it in SOAP!

## Market Report on ESSENTIAL OILS AND AROMATICS

(As of July 7, 1927)

**W**ITH the opening of July, the essential oil market took on a markedly stronger tone. After six months of general weakness and losses to importers as a result of falling prices and restricted demand, a firmer undertone developed throughout most of the list. Higher prices for peppermint on spot and for shipment, stronger markets in Messina essences, a better feeling in both Java and Ceylon citronella, and higher prices for geranium oils compared to a month ago, coupled with some expansion of buying, tended to give a more stable appearance to the market.

### OIL ANISE

No change has been noted. The trouble in China has apparently not had any effect on stocks or prices thus far, and seems destined not to. The opinion seems to be that the China trouble is a tempest in a teapot. Spot U. S. P. anise oil 60c lb.; technical 58c.

### OIL BERGAMOT

At the close, replacements were higher from Sicily and some spot holders had moved their quotations up as much as 25c lb. Standard brands of oil were still available all the way from \$6.00 lb. up to \$6.75 as to seller.

### OIL CANANGA

Some slightly larger offers of cananga oils were noted early this month and prices were slightly easier at \$4.25 lb. for native and \$5.10 to \$5.20 lb. for rectified.

### OIL CASSIA

The same is true here as in anise. Shipments from China continue in sufficient quantities to take care of all needs without in any way sending the price up. Spot U. S. P. oil is held at \$1.95 to \$2.10 lb. Technical oil is available at \$1.65 lb.

### OIL CITRONELLA

Although prices have dipped to low ebb during the past month, there was some tendency toward a firmer position after the market had settled down. Some sellers of Ceylon oil are inside at 35c lb. spot drums at the close, and although this is being shaded in some cases, it approximates the market. Java oil has sold low during the month on cheap imports of good quantity. Down to 45c lb. has been named and

up to 50c as to seller in drums. Demand for both has been more active.

### OIL GERANIUM

The spot prices for both African and Bourbon oils seem to have been stabilized at \$3.00 lb. inside for drums with lesser quantities higher. Some houses are up to \$3.25 inside and others at \$3.50. Replacements in primary markets tended to soften late in June, but apparently had no effect on the spot market.

### OIL LAVENDER

Such lavender as is being sold on spot is commanding the same price as last month with a wide quality range in quotations. For fair quality, \$3.50 lb. is average ranging up to \$4.50 for better grades. The position in primary markets showed some weakness during the period, but spot prices were not changed.

### OIL PEPPERMINT

Although most information from the Middle West indicates a good size crop of peppermint this year, even better than 1926, spot prices have been moved up during the month owing to lack of offers for shipment and high prices named by shippers. Spot natural oil closed at \$3.90 lb. inside with U. S. P. at \$4.25 ranging upward. Most offers for shipment are for rather late delivery compared to previous years.

### OIL PETITGRAIN

Higher prices for both spot and shipment oil have been recorded. On spot, sellers have moved quotations up to \$1.60 and as high as \$1.80 in some cases because of higher cost in South America.

\*\*\*

P. R. Dreyer, New York essential oil and aromatic chemical importer, is now the sole American representative for H. Raab & Co., Roermond, Holland, manufacturers of musks and other aromatic products.

\*\*\*

Pierre Lemoine, Inc., New York aromatic chemical and essential oil house, has moved into a new factory at Long Island City. The office building, at 108 John St., New York, is still being occupied as headquarters, but the addition of the factory affords more than twice the room formerly available for manufacturing and compounding perfuming materials.

# "COLUMBIA BRAND"

## Caustic Soda

SOLID — FLAKE  
GROUND — LIQUID



## Soda Ash

LIGHT —  
DENSE

### Columbia Chemical Division

Pittsburgh Plate Glass Co., Barberton, Ohio

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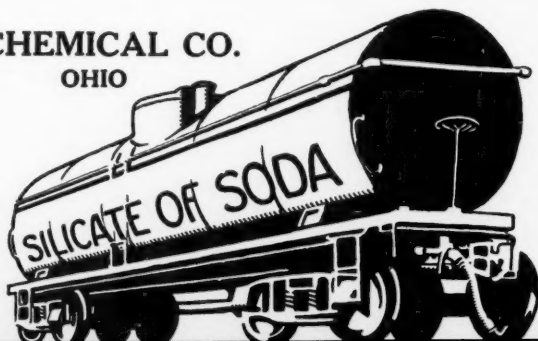
We have been making SILICATE OF SODA in various grades and various forms, especially adapted to use in the manufacture of soap, so many years that GRASSELLI leadership in quality and service is definitely established throughout the industry.

### THE GRASSELLI CHEMICAL CO.

CLEVELAND OHIO

*Established 1839*

Albany	Milwaukee
Birmingham	New Haven
Boston	New Orleans
Charlotte, N.C.	New York
Chicago	Paterson
Cincinnati	Philadelphia
Cleveland	St. Louis
Detroit	St. Paul



# GRASSELLI GRADE

*A Standard Held High for 88 Years*

Say you saw it in SOAP!

## Market Report on SOAP AND DISINFECTANT CHEMICALS

(As of July 8, 1927.)

**A**LTHOUGH spot business in chemicals during the last half of June and early July was of a more or less routine character with the usual summer dullness making itself felt, shipments of basic products on contract from manufacturers were maintained in large volume. In the case of alkalies, reports indicate that contract shipments during the summer will be equal to or greater than those of last year. During the month, a further sharp decline in rosin prices was forced by larger stocks in shipping centers. A firmness in cresylic acid was noted throughout the period. Demand for naphthalene and paradichlorobenzene was reported active at firm prices.

### ALKALIES

Underlying firmness has characterized the alkali situation during the past month. Basically, there has been no change. Production has been large and consumption has been sufficient to

take care of the output. Contract shipments have shown little or no recession during the first portion of the summer period, which coupled with good export sales, have prevented any great accumulations. Prices remain unchanged for both contract and spot caustic and ash.

### ROSIN

Falling prices have been the outstanding feature of the rosin market during the past month. Consumers in view of the downward movement have not been overanxious to buy and stocks at trading centers in the South have shown an appreciable increase. Weather conditions have likewise been good for production. The lowest prices for many a moon were noted at the close with declines over the month ranging from \$1.00 to \$3.00 per bbl. The pale grades lost the most ground. Prices at the close were: B, \$8.95; H, \$9.00; N, \$9.10; W. G., \$9.15; WW, \$9.40 bbl. New York.

## THE SUPERFOS COMPANY

535 PEARL STREET

NEW YORK, N. Y.

Sole American Distributors of electrolytic

## CAUSTIC POTASH

90/92% Westeregel Brand

Fused, Broken, Flakes and Powder

Manufactured by the CONSOLIDIRTE ALKALIWERKE

90% actual KOH guaranteed

## Imported CHLOROPHYLL, Oil and Fat Soluble

Manufactured by HOLZVERKOHLUNGS INDUSTRIE

### FLUOSOUR

The Ideal Laundry Sour

### FLUOREX

A Concentrated Fluorine Insecticide

Manufactured by the AMERICAN FLUORIDE CORPORATION



## Perfuming Specialties for SOAPS

### Oak Moss Resin

A pure oak moss product at a remarkably low price, of special interest to Soap makers.

### Cassie S

A synthetic cassie widely known for its fine odor, strength and lasting qualities.

### Oil of Lavender

We handle only the finest quality lavender oils.

### Aromatic Chemicals

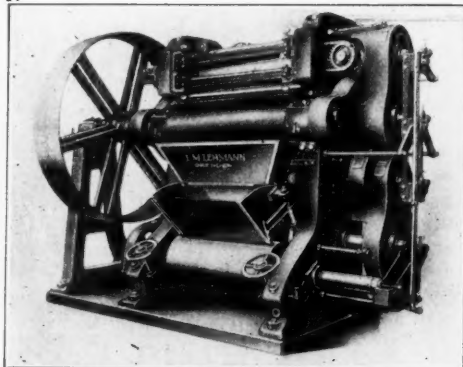
A complete line of the best synthetics produced in France. Their use, only sparingly, will add a quality note to your soaps.

**BENJ. FRENCH, Inc.**  
160 FIFTH AVE. - NEW YORK

*Agents for*

Descollognes Freres - Pilar Freres  
Lyon, France Grasse, France

## High Production SOAP MILLS



The thinnest transparent high gloss soap flakes of diamond shape are produced on our Soap Mills with five water-cooled chilled iron rolls and flake cutter. We manufacture these machines in four sizes adaptable to the production required. The mills are constructed according to the most advanced technical principles; the material of the rolls is the hardest obtainable, and they are guaranteed machined inside to render the shell of absolutely uniform thickness. By disengaging the flake cutter the mills can be used with equal advantage for milling toilet soap.

*Inquiries Solicited*

**J. M. LEHMANN CO., INC.**  
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*Se Solicita Correspondencia en Español*

## GLYCERIN

There has been a continuation of the glycerin decline during the month past. Lack of demand and some price shading for such current business as has been available, appear to be the chief causes although larger sales of glycol may have had some effect. (See Page 19.) From Europe, reports indicate that there are no great surplus stocks there and that stocks of crude are really well behind normal figures. The expectation for a large anti-freeze demand next winter has been expressed in some quarters. Prices at the close were: dynamite, 21½¢ to 21¾¢ drums; saponification, 15½¢; soap ly., 14¼¢; C. P., 24½¢ lb.

## COAL-TAR PRODUCTS

Good demand for some products was noted among the coal-tar materials, notably cresylic acid, tar acid oil, creosote oils, and naphthalene. Prices for cresylic acid were firm at 66¢ up to 70¢ gal. spot for either pale or dark as to seller. Naphthalene was in particularly active request at 4½¢ up to 5½¢ lb. for flake as to quantity. Tar acid oil has been in good demand at 26¢ up to 30¢ as to grade with creosote oil moving in large tonnage at 14¢ to 16¢ gal. Demand for paradichlorobenzene has continued to grow and prices were strong at 18¢ to 20¢ lb. at the close.

## CAUSTIC POTASH

Movement of contract material continues

heavy at unchanged prices, 7½¢ lb. to 8¢ as to quantity. Spot demand has not been as active, but nevertheless, parcels of drums are commanding inside at 7¾¢ lb.

## MISCELLANEOUS PRODUCTS

Demand for sodium fluoride for insecticide use has shown a marked expansion during the month. Buyers are taking good quantities at 9¢ lb. up as to quantity. Trisodium phosphate firm and unchanged at 4¢ bbls. in large lots up to 5¢ lb. Insect powder is firm at 23¢ all the way to 26¢ lb. as to seller and quantity. Alcohol prices are very strong and have been advanced again.

Newspaper reports credit the whalers *Sir James Clark Ross* and the *C. A. Larsen*, which docked in New York during May, with 4,000 tons and 48,000 barrels of whale oil respectively. The whalers took about 880 whales altogether, having spent over three months in the Ross Sea, 2,000 miles south of New Zealand. Both boats are modern in every respect, with all of the newest aids in catching the whales and obtaining the oil. They can each do as much work as almost a hundred of the old time whalers and only spend about three months fishing where the old fleets used to be out for closer to three years.

## THE NEWPORT PRODUCTS

for  
soap  
makers

### TETRALIN and HEXALIN

Hydrogenated Coal Tar Bases with  
High Boiling Points and  
Better Dissolving Properties

for oils, waxes, greases and fats than the solvents commonly used — therefore they are ideal for incorporation with Soaps and Detergents destined to be used in textile processing.



The Newport Chemical Works, Inc.  
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Chicago, Ill.

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## DIRECT IMPORTERS

Choice Italian Olive Oil Foots  
Palm Oil, Lagos & Niger  
Palm Kernel Oil  
5% Spanish Olive Oil

Peanut Oil  
Sesame Oil  
Soya Bean Oil  
88/92% Caustic Potash

## DEALERS

P. S. Y. Cotton Oil  
Winter Cotton Oil  
Crude Corn Oil  
Cocoanut Oil

Tallow  
Animal Grease  
Red Oil  
Stearic Acid

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**Vegetable Oils and Chemicals**  
*for shipment from Philadelphia*

Since 1897 we have been **DIRECT IMPORTERS** of

Choice Green Italian Olive Oil Foots  
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Caustic Potash, Electrolytic, 90/92% Guaranteed  
Carbonate of Potash, Calcined, All Tests  
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Red Oil (Oleic Acid)  
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GET OUR PRICES BEFORE BUYING  
SPOT — FUTURE — CONTRACT

**T. G. COOPER & CO.**

47 and 49 North Second Street

Philadelphia Pa.

Say you saw it in SOAP!

## Market Report on TALLOW, GREASES AND OILS

(Written July 7, 1927)

THE market for vegetable oils, fats and greases, during the last half of June and the early part of July, has been characterized by a general dearth of business and, strangely, accompanying steady prices. In spite of the fact that most lines have been rather slow, some almost dead, quotations have held well and there are few changes to report. Cottonseed oil, coconut oil, tallow and palm oils have been practically without change and tallow has been the only one to excite much interest among consumers. Palm kernel oil is fractionally lower, but still evidently too high to be of much use. Olive oil foots have shown another decline. Outside of these changes little, of importance to soapers, has developed. Even in the lesser used oils and grease fats, changes have been few, and then only between narrow limits.

### COTTONSEED OIL

Cottonseed oil has shown very little change in the past month, either as to price or sales. Trading has been spotty, with little or no activity, on the part of large consumers noted. Crude oil is nominal, in the Southeast, with bids at 8½¢ in the market. In other sections, down to 8¢ has been done in the past week. P. S. Y. is somewhat higher at 9¼¢ inside.

### TALLOW

Buyers have been coming in for fair quantities all during the past month and the market is accordingly steady and reasonably well cleaned up. Producers did not get the 8¢ they were asking, when the last report was written, consumers having refrained from taking goods until the previous level of 7½¢ f. o. b. works was again reached. This holds today, with spot delivered tallow at 7¾¢.

### COCONUT OIL

Sellers report a dull month, but firm condi-

ESTABLISHED 1827

**Kendall Mfg. Company**  
Providence, R. I.

FRENCH LAUNDRY SOAP  
KENDALL'S LITE  
INDUSTRIAL SOAP

National Packaging Machinery Co.,  
192 Green Street, Jamaica Plain,  
Boston, Mass.

May 13, 1927

Dear Sirs:

We have received your letter of the 5th asking us to state our experience with your "Improved Bond" weighing and filling machine.

We put this machine into service in filling soap in October, 1924. It has been in practically continuous service during the working day from that time to the present. We have had but a minimum of expense for upkeep and repairs and the machine has not been out of commission for any reason whatever for more than half a day at a time during this period. Our daily output on this machine is from 35,000 to 38,000 twelve-ounce packages of soap during nine working hours, being an average of from sixty-one to sixty five packages per minute. We obtain an accuracy of approximately plus or minus one-eighth of an ounce which is all we require and all we feel it necessary to ask of any machine of this type.

We consider this an excellent record and are glad to pass this information along to you.

Very truly yours,

KENDALL MFG. COMPANY.

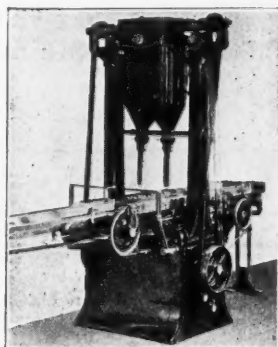
*Albert P. Furwell*

Superintendent.

AFT:LG

*This letter refers to our  
Model M.K. as illustrated*

**61 to 65 pkgs. per minute  
Average for 21½ years**



For further particulars send samples of  
your cartons to

**National Packaging Machinery Co.**  
192 Green Street, Jamaica Plain  
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## Vegetable Oils - Tallow - Greases

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Olive Oil

Oleo Stearine

Palm Kernel Oil

Olive Oil Foots

Oleo Oil

T W I T C H E L L

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SAPONIFIER

for

High Grade

Fats



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TWITCHELL PROCESS CO.

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LOW ACID - LIGHT COLOR

The finest quality  
for soap manufacture

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Olive Oil

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tions in the copra producing centers have kept prices at the same levels as a month ago. Spot oil is bringing from  $8\frac{1}{2}c$  to  $5\frac{3}{4}c$  a pound in quantity, with from  $8\frac{1}{8}c$  to  $8\frac{1}{4}c$  named on the Coast.

#### PALM OIL

Spot trading has been a limited affair, in the past month, but forward buying has been rather heavy. This has been especially true in Lagos oil, where shipment prices are a half cent under spot quotations. Spot Lagos is named at  $7\frac{1}{2}c$  inside while shipment goods may be had at from  $7c$  to  $7\frac{1}{4}c$ . Spot supplies are small. In Niger oil, most of the business passing is for future delivery, at  $7c$  inside. Shippers are not offering any large amounts on forward positions and spot stocks are practically depleted. Those available are being held at from  $7\frac{1}{4}c$  upwards.

#### PALM KERNEL OIL

Prices are still too high to admit doing much business on this item, although sellers have again shaved their quotations in an effort to move some oil. Tank cars are offered at from  $8\frac{3}{8}c$  to  $8\frac{1}{2}c$  a pound. Packages are bringing from  $8\frac{1}{4}$  to  $8\frac{1}{2}c$ .

#### OLIVE OIL FOOTS

As in palm oils, very little has been done in the spot foots market, but buyers have shown a steady interest in covering their future re-

quirements. Prices are at  $8\frac{3}{4}c$  a pound, inside, for both immediate and future delivery oil. This represents a reduction of  $\frac{3}{8}c$  from the last period's closing figure and brings this item closer to the position it occupied before the sharp advance of last Fall.

#### OLIVE OIL

Supplies are still scarce and sellers are holding for the same high prices. It is possible to buy, in average quantities, at as low as \$1.75 a gallon, although up to \$1.85 is asked.

Copra trading ships are now receiving prevailing market quotations by radio, according to advices from the American Consul, at Tahiti. This will enable them to trade with the sellers on closer margins than has been the case where ships operating among the remote islands were out of touch with the market for weeks at a time.

Crude cotton oil stocks were reduced again, during May, about 73,000,000 pounds being on hand May 31, 50 million less than on April 30, but still substantially ahead of the figures for a year ago. Refined oil stocks dropped about thirty million pounds, in the same month, canceling a similar gain in the month of April.



## LET DARCO PROVE IT

The best way to prove what DARCO will do is to let us send you a sample for tests on your own products. Its application is very simple and inexpensive.

Compare it with any other carbon for purifying and decolorizing oils, fats, waxes, glycerine, sugars, syrups, alcohols, solvents, chemicals, etc.

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IMMEDIATE SHIPMENTS — ANY QUANTITY

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# TRI-SODIUM PHOSPHATE

The uniformly high  
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Chemical Company's  
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Phosphate justifies its  
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**Q**UICK deliveries of large or small orders of Diamond Caustic Soda or Soda Ash are assured to every Soap Manufacturer. The complete Diamond Plants at Painesville, Ohio, and the nationwide warehouse stocks available in every large industrial center, insure unsurpassed delivery service to every alkali user in the United States.

Added to Diamond delivery service is assurance of the highest quality alkali products obtainable.

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### DIAMOND ALKALI COMPANY

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58% Soda Ash

76% Caustic Soda

Modified Soda

Special Alkalies

Bicarbonate of Soda

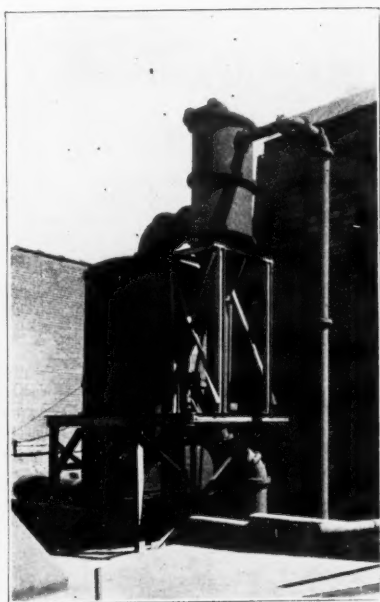
*There are Diamond Stocks in Your Vicinity*

Say you saw it in SOAP!

# CURRENT PRICE QUOTATIONS

## Chemicals

Acetone, C. P., drums .....	lb.	.13	.14	Glycerin, C. P. drums .....	lb.	.24 1/4	.25
Acid, Boric, bbls. ....	lb.	.09	.10	Dynamite, drums .....	lb.	.21 1/2	.22
Cresylic, 95%, dk., drums .....	gal.	.66	.69	Saponification, tanks .....	lb.	.15 1/2	.16
97-99%, pale, drums .....	gal.	.66	.69	Soap, 1 lb. tanks .....	lb.	.14 1/4	.14 3/4
Formic, 85%, tech. ....	lb.	.11	.12	Hexalin, drums .....	gal.	4.75	5.00
Oxalic, bbls. ....	lb.	.12	.13	Iodine, resubl. jars .....	lb.	4.65	4.90
Salicylic, tech. ....	lb.	.28	.30	Iodoform, bottles .....	lb.	6.00	6.50
Sulfurous, 6% cbys. ....	lb.	.06	.07	Kieselguhr, bags .....	ton	65.00	75.00
Adeps Lanae, hydrous, bbls. ....	lb.	.16	.20	Lanolin, see Adeps Lanae.			
Anhydrous, bbls. ....	lb.	.17	.21	Lead Acetate (Sugar Lead), white. ....	lb.	.15	.16
Alcohol, Ethyl, U. S. P., bbls. ....	gal.	3.90	4.00	Lime, live, bbls. ....	100 lb.	1.10	1.20
Complete Denat., No. 5, drums ext. ....	gal.	.45	.47	Menthol cases .....	lb.	4.30	4.50
Ammonia Water, 26 deg., drums wks. ....	lb.	.03	.04	Synthetic .....	lb.	3.75	4.00
18 deg., drums wks. ....	lb.	.02 1/4	.03	Mercury Bichloride, kegs .....	lb.	1.20	1.30
Ammonium Carbonate, tech., bbls. ....	lb.	.10 1/4	.13	Naphthalene, ref. flakes, bbls. ....	lb.	.05	.06
Bay Rum, Porto Rico, denat., bbls. ....	gal.	.85	.95	Nitrobenzene (Myrbane), drums .....	lb.	.09	.12
St. Thomas, bbls. ....	gal.	.85	.90	Paraffin, cases, slabs .....	lb.	.06 1/2	.07
Benzaldehyde, U. S. P. ....	lb.	1.20	1.40	Paradichlorobenzene, bbls. ....	lb.	.18	.20
Technical .....	lb.	.68	.72	Paraformaldehyde, cases .....	lb.	.50	.60
Bleaching Powder, drums .....	100 lb.	2.40	3.00	Petrolatum, bbls. (as to color) ....	lb.	.03	.13
Borax, pd., cryst., bbls., kgs. ....	lb.	.04 1/2	.05	Phenol (Carbolic Acid), drums .....	lb.	.17	.20
Carbon Bisulphide, drums .....	lb.	.06	.07	Pine Oil, bbls. ....	gal.	.72	.73
Carbon Tetrachloride .....	lb.	.07	.08	Potash, Caustic, drums .....	lb.	.07 1/2	.08
Caustic, see Soda Caustic, Potash Caustic .....	ton	20.00	40.00	Potassium Bichromate, casks .....	lb.	.09	.09 1/2
China Clay, filter .....	lb.	.18	.20	Pumice Stone, powd. ....	100 lb.	3.00	3.50
Cresol, U. S. P., carbys. ....	lb.	.42	.45	Rosins (600 lb. bbls. gross for net)—			
Creosote Oil, drums .....	gal.	.14	.17	Grade B to H, basis 280 bbl. ....	bbl.	8.95	9.00
Formaldehyde, bbls. ....	lb.	.11	.12	Grade K to N .....	bbl.	9.00	9.10
Fullers Earth, bags .....	ton	25.00	35.00	Grade WG and WW .....	bbl.	9.15	9.40
				Wood, works .....	bbl.	—	7.00
				Rotten Stone, powd., bbls. ....	lb.	.02 1/4	.05
				Silica, Ref., floated .....	ton	20.00	30.00
				Soda Ash, Contract, wks., bags .....	100 lb.	1.38	1.50
				Five bbls. up, local .....	100 lb.	2.29	2.50



Garrigue Barometric Catchall and Barometric Condenser

WHEREVER conditions permit, the catchalls on GARRIGUE Evaporators are elevated with the barometric condensers and the returns from the catchall, instead of being led back to the evaporator, are dropped into an open tank through a barometric column (U. S. Patent No. 1,317,488). By this means the operator is continually kept informed as to the amount of liquor being carried into the catchall and in case of excessive frothing can store the excess liquor in the tank until normal conditions are re-established.

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**9 S. Clinton St. Chicago**

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 GLYCERINE RECOVERY

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*Make you independent of mediocre chemicals*

**CAUSTIC POTASH**

(Flaked, solid or liquid)

**CAUSTIC SODA**

(Flaked, solid or liquid)

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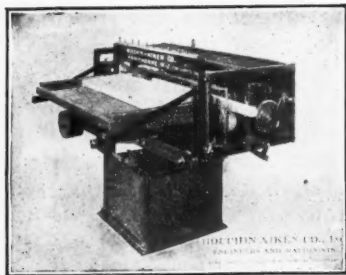
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**PLANT: Niagara Falls, N.Y.**

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& Co.

Sales Agents for  
Caustic Soda  
and Bleach  
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*A new automatic Cutting Machine*  
for TOILET SOAPS



This new machine, long needed in the soap industry, automatically cuts soap into bars as it comes from the plodder, then into cakes and then pushes the cakes on to a rack or traveling belt to be taken to the press. Its speed is governed by the plodder's output.

The machine is simple in design and is easily adjusted to handle various size bars. It will cut any size cake from 1 ounce to 6 ounces. Houchin-Aiken quality, built into this equipment, means that it will last.

It will pay you to install this new machine, through the saving of the wages of at least one operator and through the increased capacity which it will give your milling plant.

You will be interested in having complete information about this absolutely new automatic cutter. Write to us.

**HOUCHIN-AIKEN COMPANY - HAWTHORNE, N. J.**

*Makers of All Kinds and Types of*

**SOAP MACHINERY**

Say you saw it in SOAP!

Soda Caustic, Contract, wks. sld. ....100 lb.	3.00	3.20
Five drums up, solid, local ....100 lb.	3.76	3.90
Five drums up, grnd. flk. ....100 lb.	4.41	4.65
Soda Sal, bbls. ....100 lb.	1.30	1.50
Soda, Sesquicarbonate, bbls. ....100 lb.	3.00	3.75
Sodium Chloride (Salt) ....ton	13.00	20.00
Sodium Fluoride, bbls. ....lb.	.09	.10
Sodium Hydrosulphite, bbls. ....lb.	.24	.28
Sodium Phosphate, bbls. ....lb.	.04	.05
(Trisodium phosphate)		
Sodium Silicate, 40 deg., drums ....100 lb.	.80	1.25
Drums, 60 deg., wks. ....100 lb.	1.70	2.00
In tanks, 10c less per hundred works.		
Tar Acid Oils, 15-25% ....gal.	.26	.30
Zinc Stearate, bbls. ....lb.	.20	.22

### Oils—Fats—Greases

Castor, No. 1, bbls. ....lb.	.13 $\frac{3}{4}$	.14 $\frac{1}{4}$
No 3, bbls. ....lb.	.12 $\frac{3}{4}$	.13 $\frac{3}{4}$
Blown, bbls. ....lb.	—	.16 $\frac{3}{4}$
Coconut, bbls., N. Y. ....lb.	.08 $\frac{1}{2}$	.09 $\frac{1}{2}$
Tanks, Coast ....lb.	—	.08 $\frac{3}{8}$
Cod, Newfoundland, bbls. ....gal.	.63	.65
Tanks, N. Y. ....gal.	.61	.63
Copra, bags, Coast ....lb.	—	.05
Corn, ref., bbls., N. Y. ....lb.	—	.12
Crude, tank, mills ....lb.	—	.08 $\frac{1}{2}$
Bbls., N. Y. ....lb.	—	.11
Cottonseed, crude, tanks mill ....lb.	—	—
PSY., bbls., N. Y. ....lb.	.09 $\frac{1}{4}$	.09 $\frac{1}{4}$
Degras, Amer., bbls., N. Y. ....lb.	.04 $\frac{3}{4}$	.05
English, light, bbls., N. Y. ....lb.	.05 $\frac{1}{2}$	.06
Brown, bbls., N. Y. ....lb.	.05	.05 $\frac{1}{4}$
Light brown, bbls., N. Y. ....lb.	.04 $\frac{3}{4}$	.04 $\frac{3}{4}$
Dark, bbls., N. Y. ....lb.	.04	.04 $\frac{1}{4}$
Neutral, bbls., N. Y. ....lb.	.08 $\frac{1}{4}$	.09
Greases, choice white, bbls., N. Y. ....lb.	.07 $\frac{3}{8}$	.10
Yellow ....lb.	—	.06 $\frac{3}{8}$
Brown ....lb.	—	.06 $\frac{1}{8}$
House ....lb.	—	.06 $\frac{3}{8}$
Bone Naptha ....lb.	—	.06 $\frac{3}{8}$
Lard, prime steam, tierces ....lb.	—	.13 $\frac{3}{8}$
Compound, tierces ....lb.	—	.11 $\frac{1}{4}$
Lard Oil, edible prime ....lb.	—	.15

Off prime, bbls. ....lb.	—	.13
Extra, bbls. ....lb.	—	.12
Extra, No. 1, bbls. ....lb.	—	.10 $\frac{1}{2}$
No. 2, bbls. ....lb.	—	.10 $\frac{1}{4}$
Linseed, raw, bbls., spot ....lb.	.10 $\frac{3}{4}$	.12
Tanks, raw ....lb.	—	.10 $\frac{1}{8}$
Boiled, 5 bbl. lots ....lb.	—	.12
Menhaden, Crude, tanks, Balt. ....gal.	—	.47 $\frac{1}{4}$
Light pressed, bbls. ....lb.	.60	.62
Yellow, bleached, bbls. ....gal.	.63	.65
Extra bleached, bbls. ....gal.	.65	.67
Oleo Oil, No. 1, bbls., N. Y. ....lb.	—	.14 $\frac{1}{4}$
No. 2, bbls., N. Y. ....lb.	—	.12 $\frac{3}{4}$
No. 3, bbls., N. Y. ....lb.	—	.11 $\frac{1}{2}$
Olive, denatured, bbls., N. Y. ....gal.	1.75	1.85
Edible, bbls., N. Y. ....gal.	2.50	2.75
Foots, bbls., N. Y. ....lb.	—	.08 $\frac{3}{4}$
Shipments ....lb.	—	.08 $\frac{3}{4}$
Palm, Lagos, cask s, spot ....lb.	.07 $\frac{1}{2}$	.07 $\frac{3}{4}$
Shipments ....lb.	.07	.07 $\frac{1}{4}$
Niger, casks, spot ....lb.	—	.07 $\frac{1}{4}$
Shipments ....lb.	—	.07
Palm Kernel ....lb.	.08 $\frac{1}{4}$	.08 $\frac{1}{2}$
Peanut, refined, bbls., N. Y. ....lb.	.14 $\frac{1}{4}$	.16
Crude, bbls., N. Y. ....lb.	—	.11
Red Oil, distilled, bbls. ....lb.	—	.09 $\frac{1}{4}$
Saponified, bbls. ....lb.	.09 $\frac{3}{4}$	.10
Tanks ....lb.	—	.09
Soya Bean, crude, tks., Pacific Coast. ....lb.	—	.09 $\frac{1}{4}$
Crude, tanks, N. Y. ....lb.	—	.11 $\frac{3}{4}$
Crude, bbls., N. Y. ....lb.	—	.12 $\frac{1}{4}$
Refined, bbls., N. Y. ....lb.	—	.14
Stearic Acid		
Double Pressed ....lb.	.11 $\frac{1}{4}$	.12
Triple pressed, bgs. ....lb.	.13 $\frac{1}{2}$	.14
Stearine oleo, bbls. ....lb.	.09 $\frac{3}{4}$	.10
Tallow, edible tierces ....lb.	—	.08 $\frac{5}{8}$
City, extra loose, f.o.b. plant ....lb.	—	.07 $\frac{3}{8}$
Tallow oils, acidless, tanks, N. Y. ....lb.	—	.10 $\frac{3}{4}$
Bbls., c/l, N. Y. ....lb.	—	.10 $\frac{3}{4}$
Whale, nat. winter, bbls., N. Y. ....lb.	—	.78
Blehd., winter, bbls., N. Y. ....gal.	—	.80
Extra blehd., bbls., N. Y. ....gal.	—	.82

## FOXON LABELS & WRAPPERS

### “They Seal” “They Beautify” “They Identify”

Gold Embossed or Multi-color Labels to seal cellophane or fancy papers—

Complete wrappers printed in gold and any number of colors—

Any style of label or wrapper that you may desire will be individually designed and carefully printed.

Outline your needs—Send for samples—or—Ask to have a representative call.



THE FOXON COMPANY  
230 West Park St.  
Providence, R. I.



# Label your toilet soap!

A stock seal for



Toilet  
Soaps

Perfumes

Toilet  
Preparations

A Henderson lithographed label, placed on your own wrapped cake of toilet soap will supply the finishing touch to the package. It will raise your soap above the ordinary grade. Because these labels are produced in large quantities and stocked by us their cost will not hinder their use even on comparatively inexpensive toilet soaps.

The selection of the proper label for your product may be made easily. We carry the largest line of high grade, exclusively designed stock labels in the world.

For \$2.00 we'll send you our complete sample line, approximating 1,400 designs. The \$2.00 will then be credited to you on receipt of your order.

Let us quote on your SPECIAL Label and Soap Wrapper requirements.

The HENDERSON LITHOGRAPHING CO., Division  
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The Strobridge Lithographing Co.,  
Norwood B-29, Cincinnati, O.

## PERFUME RAW MATERIALS

*For Soaps, Disinfectants, Sprays, Deodorants*

In perfecting the two lines listed below "SAPORA" and "SOAPOL" we have carefully adhered to the requirements of odor strength and freedom from discoloration in the finished product, which are especially necessary in oils to be used in soap manufacture.

We particularly call your attention to the fact that they make admirable bases which can be blended to attain any distinctly individual odor you may desire.

We shall be glad to advise you regarding this feature on request.

### "SAPORA" - \$5.00 per lb.

Acacia	Jasmine	Red Rose	Bouquet No. 1
Almond	Lavender	Reseda	" " 2
Buttermilk	Lemon	Sandalwood	" " 3
Carnation	Lettuce	Sweet Pea	" " 4
Cologne	Lilac Blue	Trans. Glycerin	" " 5
Gardenia	Lilac White	Trefle	" " 6
Geranium	Musk	Verbena	" " 7
Glycerin	Narcissus	Violet France	" " 8
Heliotrope	Neroli	Violet Parma	" " 9
Honeysuckle	New Mown Hay	White Rose	" " 10
Hyacinth	Orange Blossom	Windsor	" " 11
Jack Rose	Patchouly	Ylang Ylang	" " 12

### "SOAPOL"

No. I ..... \$ .30 lb.	No. IV ..... \$ .75 lb.	No. VII ..... \$1.55 lb.	No. X ..... \$2.10 lb.
" II ..... .35 lb.	" V ..... .85 lb.	" VIII ..... 1.65 lb.	" XI ..... 2.25 lb.
" III ..... .40 lb.	" VI ..... .90 lb.	" IX ..... 1.75 lb.	" XII ..... 2.65 lb.

For those who wish to do their own blending from the ground up, we have in stock at all times a complete line of Essential Oils, Aromatic Chemicals, etc.

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Factory: LONG ISLAND CITY, N. Y.

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Say you saw it in SOAP!



**Essential Oils**

Almond, Bitter, U. S. P. ....lb.	2.90	3.50
Bitter, F. F. P. A. ....lb.	3.00	3.75
Sweet, cans ....lb.	.80	.85
Apricot, Kernel, cans ....lb.	.60	.62
Anise, Tech., cans ....lb.	.58	.60
U. S. P., cans ....lb.	.60	.65
Bay, tins ....lb.	1.85	1.95
Bergamot, coppers ....lb.	6.00	6.50
Artificial, cans ....lb.	2.50	3.50
Birch Tar, rect., bot. ....lb.	.55	.60
Crude, tins ....lb.	.18	.20
Boise de Rose, tins ....lb.	2.10	2.50
Cade, cans ....lb.	.27	.29
Cajuput, native, tins ....lb.	.75	.80
Calamus, bot. ....lb.	3.75	4.00
Camphor, Sassy, drums ....lb.	—	.14½
White, drums ....lb.	.11½	.12
Cananga, native, tins ....lb.	—	4.50
Rectified, tins ....lb.	—	5.00
Caraway Seed ....lb.	1.65	1.75
Cassia, 80-85% ....lb.	1.65	1.70
Redistilled, U. S. P., cans ....lb.	1.95	2.10
Cedar Leaf, tins ....lb.	1.10	1.20
Cedar Wood, light, drums ....lb.	.30	.32
Citronella, Ceylon, drums ....lb.	.34	.35
Java, drums ....lb.	.45	.50
Cloves, U. S. P., cans ....lb.	1.40	1.50
Copaiba ....lb.	1.00	1.05
Eucalyptus, Austl., U. S. P., cans ....lb.	.56	.57
Fennel, U. S. P., tins ....lb.	.80	.90
Geranium, African, cans ....lb.	3.00	3.25
Bourbon, tins ....lb.	3.00	3.25
Hemlock, tins ....lb.	.90	1.00
Lavender, U. S. P., tins ....lb.	3.50	4.50
Spike, Spanish, cans ....lb.	1.00	1.30
Lemon, Ital., U. S. P. ....lb.	2.30	2.45

Lemongrass, native, cans ....lb.	.90	1.00
Linaloe, Mex., cases ....lb.	2.25	2.40
Neroli, Bigarde, ¼ & 1 lb. bot. ....lb.	75.00	100.00
Petale, 1 lb. bot. ....lb.	100.00	125.00
Artificial, 1 lb. bot. ....lb.	10.00	20.00
Nutmeg, U. S. P., tins ....lb.	1.65	1.70
Orange, bitter, tins ....lb.	2.70	2.90
Sweet, W. Ind., tins ....lb.	2.50	2.60
Italian, cop. ....lb.	2.75	3.00
Distilled ....lb.	1.70	1.80
Origanum, cans tech. ....lb.	.25	.28
Patchouli ....lb.	7.00	7.50
Pennyroyal, dom. ....lb.	1.90	2.00
Imported ....lb.	1.60	1.70
Peppermint, nat. cases ....lb.	3.90	4.25
Redis, U. S. P., cases ....lb.	4.25	4.40
Petit Grain, S. A., tins ....lb.	1.60	1.70
Pinus Sylvestris ....lb.	.85	1.25
Pumilio, U. S. P. ....lb.	2.25	2.50
Rose, French ....oz.	9.00	9.50
Bulgarian ....oz.	9.50	11.00
Artificial ....oz.	2.00	2.75
Rosemary, U. S. P., drums ....lb.	.48	.55
Tech., lb. tins ....lb.	.33	.36
Sandalwood, E. Ind., U. S. P. ....lb.	7.00	7.25
W. Indian (Amayris) ....lb.	1.80	2.00
Sassafras, U. S. P. ....lb.	.80	1.00
Artificial ....lb.	.27	.28
Spearmint, U. S. P. ....lb.	3.75	4.00
Spruce ....lb.	.90	1.00
Thyme, red, U. S. P. ....lb.	.75	.80
White, U. S. P. ....lb.	.95	1.60
Tech. ....lb.	.65	.70
Vetivert, Bourbon ....lb.	12.00	15.00
Java ....lb.	20.00	22.00
Ylang Ylang, Bourbon ....lb.	6.00	8.00

**HEADLOCK NESTING CANS**

(5 to 55 Gallons Capacity)

Just right for moving stock, such as liquids, around the factory

Black — Galvanized  
Tinned

No Spilling—No wasting of materials  
No evaporation of contents  
Water-tight and Indestructible  
Suitable for any liquid, paste or powder  
Easily cleaned—Quickly opened or closed  
Interchangeable Lid

An exceptionally strong Shipping Container  
Will stand rough handling—No casing required  
Will nest for return shipment

Capacity	Diam.	Height	Weight	Price BLACK
5 gals.	12½"	13"	19 lbs.	\$1.75
10 gals.	14½"	26"	27 lbs.	2.25
20 gals.	20 "	26"	42 lbs.	4.50
30 gals.	21 "	34"	65 lbs.	6.00
55 gals.	25 "	35"	80 lbs.	7.00

Prices of Galvanized and Tinned Nesting Cans on Request

**JOHN TRAGESER STEAM COPPER WORKS**

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NEW YORK CITY

## *To make a better Hand Soap* use NATIONAL AMERICAN GROUND ITALIAN **PUMICE STONE!**

If you want to market a hand cleaner that will make a name for itself as a real quality product, use National American ground Italian pumice stone as the main ingredient. Break away from the coarse cleansing products that have kept hand soaps from being used as freely as they should be and make a smooth soap that may be used on the softest skin without irritating it.

We supply all grades of this material—from 3F, the finest, to No. 2. An absolutely clean product, free from black specks, evenly bolted and 99% pumice, is guaranteed. No. 1 and No. 1½ are especially recommended for use in hand soaps.

As we import pumice stone direct from Italy, through well established connections, and grind it at our own factory in this country, we are in position to make deliveries of anything from a barrel to carloads promptly at all times.

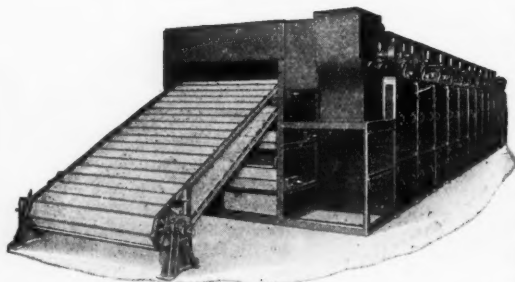
**NATIONAL PUMICE STONE CO., INC.**

242 Water Street

New York

*The only concern in the U. S. specializing only in Pumice Stone*

## *On drying Soap*



**N**EXT to quality comes low price quantity production in drying chip soap. Both quality and quantity results are obtained by the use of the Sargent Three Swing Shelf Conveyor or progressive

stage Chip Soap Drying Machines. These machines may be had with or without Chilling Rolls.

**C. G. SARGENT'S SONS CORP.**

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Say you saw it in SOAP!

Anethol  
Citral  
Citronel  
Eucalypt  
Eugenio  
Geranio  
Imper  
Iso-Eug  
Linalool  
Rhodin  
Safrol  
Thymol

Acetoph  
Benzal  
Benzyl  
Alcohol  
Benz  
Citronel  
Citronel  
Coumar  
Diphen  
Geranyl  
Heliotr  
Hydrox  
Indol  
Ionone  
Linalyl  
Menth  
Methyl  
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Parac  
Salic

**Aromatic Chemicals****ISOLATES**

Anethol .....	lb.	1.10	1.40
Citral .....	lb.	2.75	3.00
Citronellal .....	lb.	2.50	3.00
Eucalyptol, U. S. P. ....	lb.	.90	.95
Eugenol, U. S. P. ....	lb.	2.75	3.00
Geraniol, Domestic .....	lb.	2.25	3.50
Imported .....	lb.	2.50	3.75
Iso-Eugenol .....	lb.	3.75	3.90
Linalool .....	lb.	4.00	5.00
Rhodinol .....	lb.	10.00	15.00
Safrol .....	lb.	.29	.31
Thymol, U. S. P. ....	lb.	2.90	3.00

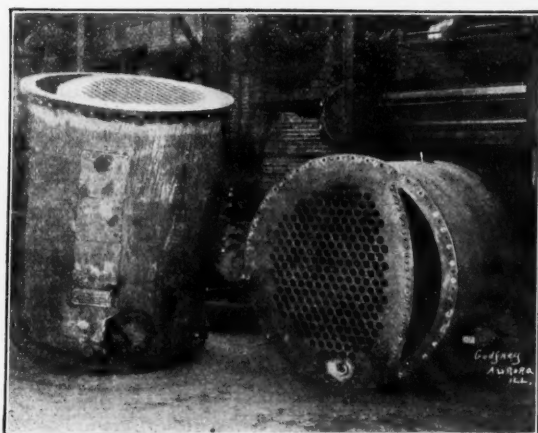
**SYNTHETICS**

Acetophenone, C. P. ....	lb.	3.00	3.75
Benzaldehyde, tech. ....	lb.	.70	.75
Benzyl Acetate .....	lb.	1.35	1.50
Alcohol .....	lb.	1.25	1.50
Benzoate .....	lb.	1.10	1.25
Citronellol .....	lb.	4.50	6.00
Citronellyl Acetate .....	lb.	13.00	14.00
Coumarin .....	lb.	3.60	3.75
Diphenyl oxide .....	lb.	.90	1.00
Geranyl Acetate .....	lb.	4.50	5.00
Heliotropin, dom. ....	lb.	1.75	2.00
Hydroxycitronellal .....	lb.	10.00	11.00
Indol, CP .....	oz.	6.00	6.50
Ionone .....	lb.	6.00	9.00
Linalyl Acetate .....	lb.	3.50	7.50
Menthhol .....	lb.	3.75	4.00
Methyl Acetophenone .....	lb.	3.75	4.25
Anthranilate .....	lb.	2.50	3.25
Paracresol .....	lb.	8.00	9.00
Salicylate, U. S. P. ....	lb.	.47	.50

Mirbane, rect. ....	lb.	.11	.15
Musk Ambrette .....	lb.	6.50	7.00
Ketone .....	lb.	7.00	10.00
Nylene .....	lb.	2.50	2.75
Phenylacetaldehyde .....	lb.	5.00	8.00
Phenylacetic Acid, 1 lb. bot. ....	lb.	3.00	3.25
Phenylethyl Alcohol, 1 lb. bot. ....	lb.	5.00	6.50
Terpinyl Acetate, 25 lb. cans .....	lb.	1.10	1.40
Terpeneol, CP, 1,000 lb. drs. ....	lb.	.35	.38
Cans .....	lb.	.37	.40
Vanillin, U. S. P. ....	lb.	7.50	8.00
Yara Yara .....	lb.	1.50	2.50

**Miscellaneous**

Insect Powder, bbls. ....	lb.	.23	.27
Concentrated Extract .....	gal.	2.00	2.10
<b>Gums—</b>			
Arabic, Amb. Sts. ....	lb.	.11	.13
White, powdered .....	lb.	.19	.20
Karaya .....	lb.	.10	.15
Tragacanth, Aleppo, No. 1 .....	lb.	1.55	1.65
Sorts .....	lb.	.50	.60
Turkish, No. 1 .....	lb.	1.20	1.30
<b>Waxes—</b>			
Bayberry, bgs. ....	lb.	.25	.27
Bees, white .....	lb.	.57	.60
African, bgs. ....	lb.	.38	.40
Refined, yel. ....	lb.	.43	.45
Candelilla, bgs. ....	lb.	.30	.32
Carnauba, No. 1 .....	lb.	.58	.60
No. 2, Yel. ....	lb.	.50	.52
No. 3, Chalky .....	lb.	.30	.35
Japan, cases .....	lb.	.19	.20
Paraffin, ref. 125-130 .....	lb.	.04½	.04½
Pine Oil, stm. dist. ....	gal.	.72	.75
Tar Oil, bbls. dist. ....	gal.	.50	.55
Commercial grade. ....	gal.	.32	.40

**GLYCERINE EVAPORATORS**

The improved WURSTER & SANGER Evaporator constitutes a marked advance in evaporator design. The photograph shows the construction of the calandria.

Positive circulation of liquor in a definite direction is obtained.

The rate of evaporation is increased.

The separation of large salt crystals is facilitated.

The necessity of steam and other connections inside the evaporator is eliminated by this design.

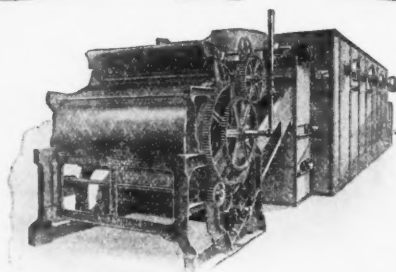
All connections to the evaporator are made outside where they are easily accessible.

Our evaporators are designed with particular reference to high efficiency, long life, steam economy and elimination of entrainment losses.

**New Plants Designed—****Old Plants Remodeled****Complete Plants for**

Crude, Dynamite and C. P. Glycerine  
Laundry, Toilet and Liquid Soaps  
Spray-Process Soap Powder  
Fatty Acid Distillation  
Fat Splitting, Stearic Acid and Red Oil  
Refining of Fats and Oils  
Hydrogenation of Oils

**WURSTER & SANGER, INC.**  
5201 Kenwood Avenue  
Chicago



## THIN CHIPS!

This new Proctor Dryer produces Soap Chips of transparent thinness—exactly the kind now in popular demand for package laundry soap—also the chip that can be produced most efficiently in making cake toilet soap.

New throughout—new chilling rolls—new dryer, this machine not only produces the most satisfactory soap chip, but it excels in high capacity, saving of floor space, reduced steam consumption, low cost of operation. Write.

**PROCTOR & SCHWARTZ, Inc.**  
PHILADELPHIA



## *Chemicals and Soapmakers' Supplies*

CRUDE AND REFINED GLYCERINE  
OLIVE OIL FOOTS                      CAUSTIC POTASH  
EMPTY DRUMS                      OLIVE OIL  
FATS, GREASES AND OILS

## PARSONS & PETIT

ESTABLISHED 1857

63 BEAVER STREET -:- NEW YORK

*Distributors for*  
**DIAMOND ALKALI CO.**  
Caustic Soda      Soda Ash

*Agents for*  
**EMIL FOG & FIGLI**  
**MESSINA ITALY**  
Essential Oils

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## New Competition in Glycerin

(From Page 21)

dently of the intention not to cut their prices irrespective of what happens in glycerin. If they maintain this policy, it will do much to support glycerin. If they do not,—then, it will probably be the old story that glycerin is a by-product which must be sold irrespective of price. There is no gainsaying the fact that ethylene glycol is a direct competing product. If its production is increased to such a point where it cannot be absorbed readily at the higher prices, there seems little doubt that a competitive fight for business with all its dire results, will ensue. Only if glycol is held within conservative production limits, is it likely that the present competitive relations can be maintained.

Soap produced in Spain is valued at about 150 million pesetas annually, according to a recent report from the trade commissioner at Barcelona. While no accurate production figures are available, this is believed to be fairly close to an exact figure. Exports dropped off, in 1925, to a value of 996,534 pesetas, about 60,000 less than in the previous year, but a substantial increase appears likely for 1926, the value of soap exports in the first nine months, totaling 990,891 pesetas. South and Central American countries are increasing their requirements rapidly. Imports of soap were relatively small, in 1925, reaching a value of about 120,000 pesetas, over 50,000 less than in the previous year. For the first nine months of 1926, the value of imported soap was 107,000 pesetas. England, France and the United States were the important supplying countries.

Italy produces about 24,000 quintals of crude glycerin annually, according to a recent Consul report, a trifle more than enough to supply her own requirements, as exports have been running from one to two thousand quintals over imports, in the past two years. Refined glycerin production averaged 18,500 quintals, in 1925 and 1924. Exports of refined goods were practically nil, while imports reached 471 quintals in 1924, 3,059 in 1925 and 3,571 in 1926.

Tooth paste exports amounted to 293,722 pounds valued at \$266,276, in April. Other dentifrice exports were valued at \$42,183, reaching 67,548 pounds in tonnage. England was by far the largest buyer of dental creams, taking over 78,000 pounds.

# Solvay

## BENZYL CHLORIDE

## BENZAL- DEHYDE

All grades. Prompt  
shipments. Address  
inquiries to

**SOLVAY SALES CORPORATION**

*Alkalies and Chemical Products  
Manufactured by*

*The Solvay Process Company*

**40 RECTOR STREET NEW YORK**

# COAL TAR DISINFECTANTS

## CRESOL COMPOUNDS

### CRESYLIC ACID

ALL PRODUCTS TESTED AND GUARANTEED  
PROMPT SERVICE ASSURED TO ALL ORDERS



## BAIRD & McGUIRE, INC.

HOLBROOK, MASS.

ST. LOUIS, MO.



*Warehouse Stocks at*

New York City

Kansas City

San Francisco

Say you saw it in SOAP!





## INSECTICIDE AND DISINFECTANT SECTION

Official Publication of *The Insecticide and Disinfectant Manufacturers Association*. Harry W. Cole, Holbrook, Mass., Secretary.

### Activities of the Association

THE following bulletins on the work of the *Insecticide and Disinfectant Manufacturers Association* have been sent out by Harry Cole, secretary:

June 30, 1927

James W. Kellogg, Director and Chief Chemist of the Bureau of Foods and Chemistry, Department of Agriculture, Commonwealth of Pennsylvania, has within the past week mailed to members of the insecticide industry a circular letter bearing date of December 1st, 1926, calling attention to the Pennsylvania Insecticide and Fungicide Law of May 17, 1917, amended April 4th, 1925. The Act provides that all insecticides manufactured or sold in Pennsylvania shall be registered with the Department of Agriculture. The registration fee is \$5.00 for each brand up to and including five brands, and additional brands may be registered for \$1.00 each. Aside from the registration feature, the law is similar to the Federal Insecticide Act of 1910. Forms for listing insecticides and fungicides may be obtained by addressing the Bureau of Foods and Chemistry, P. O. Box 108, Harrisburg, Penna.

June 30, 1927

A reduction of 50% in the duty on cresylic acid is recommended by the United States Tariff Commission in a report covering its investigations with respect to this article, which was forwarded to the White House on June 15th. It is understood that this report will be sent to President Coolidge at Rapid City, S.D., for his consideration and action with respect thereto. The Commission's report finds that the present duty on cresylic acid, 40% ad valorem and 7c a pound, is excessive, particularly with respect to the higher grades, in view of competitive conditions in the domestic market. The Commission's investigation was instituted on an application for decrease in duties under section 315 of title III, tariff act of 1922.

After investigation, the United States Tariff

Commission has finally heeded the contention we have repeatedly advanced, that the present duty on cresylic acid is monopolistic; that an insufficient quantity of this acid is produced in the United States to meet domestic requirements; that owing to the high tariff it is impossible to import true cresylic acid and sell it or products made from it at anywhere near the price quoted by domestic manufacturers; that owing to the prohibitive duty substitution has been encouraged; that U. S. producers of cresylic acid are overly protected, and are reaping a rich harvest at the expense of American business.

The United States Tariff Commission, in recommending to the President that the duty on cresylic acid be cut by 50%, has gone as far as it is empowered by law to go. Whether the President acts favorably or otherwise on the recommendation, the situation will remain virtually the same, for even a duty of 20% ad valorem and 3½c a pound specific is still prohibitive. Apparently the only real relief must come from Congress, and it is generally known that when that body reconvenes, an aggressive fight will be made on certain tariff issues. Our Tariff Committee, of which Mr. C. C. Baird is Chairman, intends to press this matter vigorously, until substantial relief from this intolerable situation is obtained.

The following bulletin was sent out by Secretary Harry Cole of the Insecticide & Disinfectant Manufacturers Association on May 31: "The following letter has just been received at this office from the Bureau of Foreign and Domestic Commerce, U. S. Department of Commerce, Washington, D. C. Please read it carefully, and then let us have your frank and freely expressed opinion as early as you conveniently can.

"The suggestion has been made to us that if all parties in any transaction where a cash discount is allowed when the terms are 'F.O.B.

shipping point, freight allowed,' recognized a standard definition of the term, its uniform application would eliminate misunderstandings and the consequent waste. Confusion is said to exist at present because some believe the cash discount deductible only after the freight allowance is deducted, while some believe the cash discount deductible only after the freight allowance has been deducted. Confusion is productive not only of waste, but also of suspicion and of 'unfair practices. A common understanding is more conducive of economy, confidence, and fair competition. It is believed that we can render a public service by acting as a neutral ground on which the interested parties can come together and express their views, suggestions, or recommendations for the purpose of considering a standardized practice that will be acceptable to the majority of its potential users. May we suggest that you consider yourself as though in a committee meeting? We are acting as your chairman, holding the meeting by correspondence. The question now before the meeting is 'Is it desirable to have a common understanding of the time when the cash discount is deductible under the terms 'F.O.B. shipping point, freight allowed, cash discount——?' If so, what rule would you suggest for general adoption? The committee will meet again by correspondence—or in person if the majority prefers—when the opinions have been received and tabulated into a 'consensus of opinion.'

In writing us concerning the above, please send your letter in duplicate. This will enable us to forward one copy to Washington and retain the other for our files. If, for any reason, you do not give cash discounts or do not make freight allowances, please write the words "Not interested" across the face of this bulletin, sign your name and return it to this office.

D. B. Smith & Co., Utica, N. Y., sprayer manufacturers, have applied for the registration of the trade name "Speedex," for their various spraying devices. The name has been in use since May, 1923.

Creco Co., Long Island City, N. Y., manufacturers of soaps, disinfectants and related products, have installed considerable additional soapmaking equipment and have substantially enlarged their facilities in this direction.

Sentry Products Co., Boston, Mass., and the Standard Oil Co. of Indiana, Chicago, have been elected members of the Insecticide and Disinfectant Manufacturers Association.

## I & D Exports Up in April

Export figures, for April, covering disinfectants, household insecticides, germicides and the like, show a very substantial gain over the previous month. In tonnage, the increase amounted to almost 400,000 pounds, while the value mounted over a hundred thousand dollars. Exports totaled 1,468,534 pounds, valued at \$437,094. In spite of the fact that England, the largest buyer last month, dropped her requirements almost 190,000 pounds, to under 10,000 pounds, this increase was made, demonstrating that business has been quite active in the export markets. Germany took the most of any country, in April, exports reaching 370,831 pounds. Austria bought 151,000 pounds, the Netherlands took 136,000 pounds, Spain, 98,000 pounds and France 97,000 pounds. South and Central American countries increased their orders generally, to swell the total, practically all of them being listed as important consumers.

## Latin American Disinfectant Trade

The prevalence of all sorts of insects in the tropical Latin American countries is fast increasing the use of disinfectants and household insecticides. This increase is keeping pace with the additional publicity which various manufacturers are giving their products all through the Central and South American states. The Department of Commerce reports that Brazil is an especially large importer of these products, although Great Britain seems to enjoy most of the trade. In Guatemala, the use of insecticides and disinfectants is expanding steadily, says the report, owing to the long dry season. Costa Rica presents a smaller field, but one which will admit development. In 1924, imports of disinfectants were valued at only \$13,000, half of this coming from the United States. The report indicates that competition with low priced goods, emanating in Germany and England, may be expected in Costa Rica, inasmuch as those two countries supplied twice the quantities the United States did, in 1924, and only received about the same amount of money. Chile spends almost \$100,000 a year for cattle dips alone, according to a report from the Consul at Punta Arenas. British firms are well established in Chile, along with one or two large domestic manufacturers. To compete successfully, American companies will probably find it necessary to secure traveling representatives, who call on the ranch owners at their homes.

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# What Do Your Products Cost?

## *Accurate Cost Finding as a Means of Eliminating Vicious Competition, and Unnecessary Losses*

By DR. HERBERT W. HAMILTON  
of the White Tar Co. of N. J.

(Before the 14th Mid-Summer Meeting, Insecticide & Disinfectant Manufacturers Assn.)



THE Association has spent much time on discussions regarding manufacturing, marketing, standardizing, and, more recently, advertising the products of the industry. Every feature is important. Business today which assumes any proportions at all is complicated. Every trade association has, sooner or later, found itself in such a labyrinth of "cut-throat" competition that some means has been sought to bring prices to a profitable level. Fair competition is wholesome, it brings about a justifiable price reduction through lowered costs, it stimulates research, and tends to better living conditions.



H. W. HAMILTON

Unfair competition brings about a cheapening of merchandise, lowers standards of living and is generally harmful. Much of the trouble starts when eagerness for sales causes price cutting to or below cost levels, either through no real knowledge of costs or to meet competition. The results are always the same, no profits, inferior ingredients and other equally bad features.

When these conditions reach acute stages one hears of the need of stabilizing prices by means of trade agreements, price publishing, and similar devices. Aside from the illegal aspects of these efforts to make a legitimate profit there seldom results any high degree of success. The modern method has been to try to show manufacturers their true costs.

Certain national associations have found these conditions to a far more serious extent than is fully realized. Some associations have adopted standard methods of cost finding. Others have hired an advisory staff of cost experts, it having been definitely shown that when a manu-

facturer knows his true unit cost it is unusual for him to deliberately sell below it. Any manufacturer who sells regularly below cost had better become a philanthropist.

What is cost? Definitions are not easy. Cost may be safely described for business purposes as a carefully estimated guess below which figure a product *should not* be sold.

Everyone here has seen a new company form, or an old one start a new policy, with prices which for honest merchandise are impossible. Are the ingredients being stolen you ask? Is the company in possession of some new processes? How can they do it? In a short while the answer comes in the form of reorganizations, sheriff's sales, or a simple closing of the shop. The whole trouble is usually due to the fact the costs were not known or recognized. Why should so many fail to recognize the full cost? What is the full cost?

It is very easy to determine the raw material costs of any finished product, the labor that went into its manufacture, and to get some idea of sales cost. These factors alone are not the only items which enter into the costs. There are three main cost groups: 1. Raw Material; 2. Manufacturing; 3. Sales. In the first group, it is to be presumed that the raw material costs of various manufacturers are for the same grade and quality nearly the same. If not, it is up to the manufacturer to check up on his purchasing department. But here in cost finding comes the problem of loss in manufacturing. As an example rosin cost must be figured, staves and all, and not simply the cost of the actual weight of rosin, as the staves of the barrel are a loss. Leaks for example while unloading cars figure in the cost and also evaporation from kettles or tanks.

Then comes the manufacturing. The actual hours of time and cost per hour and per unit is easily figured. But here in this manufacturing cost comes the greatest chance for oversight. Oversight here may mean profit or loss. This is all overcome by knowing the correct plant burden or overhead. Even a peanut stand with

## Rosin for Soluble Disinfectants

Because Rosin soap is one of the most efficient and economical emulsifying agents it is used extensively in the manufacture of soluble disinfectants.

Hercules Wood Rosin forms soaps that produce stable emulsions. Furthermore, it is clean and uniform.

Every manufacturer of soluble disinfectants will do well to investigate Hercules Wood Rosin as its use will afford him a considerable saving.

We also produce Hercules Steam Distilled Pine Oil, a good deodorant and, against certain germs, an efficient disinfectant.

If you are interested in learning more about Hercules Rosin or Pine Oil, write us.

### **HERCULES POWDER COMPANY** (INCORPORATED)

961 Market Street, Wilmington, Delaware

*Largest producers of pine oil and wood rosin in the world*



HERCULES POWDER COMPANY

961 Market Street

Wilmington, Delaware

*Please send me a test sample of Hercules Yarmor Pine Oil.*

Name .....

Company .....

Street .....

City ..... State .....

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its little whistle has a burden. Any manufacturer who tells you he has no overhead does not know his business. The plant overhead is really tremendous in many cases. This is especially true where much automatic machinery is used.

Many items which make up the overhead and which enter directly into every item manufactured are rent (this may be made up of building depreciation, repairs, insurance etc.) light, heat, power, water, employee's insurance, depreciation, obsolescence, taxes, office expenses, shipping and cartage and contributions, supervision etc. It is the failure of many to take these items into account that results in the low prices which appear in all markets with resultant damage to any industry. This is especially true in the disinfectant and insecticide field where with a small amount of equipment a business can be started, which through ignorance causes a low priced market and a future financial embarrassment for the newcomer, not to mention the trouble caused in the meantime to old established firms. On the other hand if one is forced to sell at prices above the market average, possibly the plant overhead is too high or the machinery may be obsolete. This paper deals primarily with the "price cutter."

Lastly comes the sales expense. In the sales department there may be many or few, but it has salaries, commissions, advertising, and travelling expenses regardless of size. A company that is large enough to carry on big campaigns has studied local display of high pressure we see some local display of high pressure selling, often accompanied by cut rates. It is this type that is impossible.

New processes which enable one manufacturer to greatly undersell another are rare. A good example is in the automobile business today. Among the large really competitive companies all cars are good and you get dollar value for each dollar paid out. It is all a matter of what you can pay, plus certain opportunities to exercise the individual taste. So it is with our industry. Those that buy our products get good value. Those who cut prices beyond reasonable limits offer inferior merchandise or fail to show a justified profit.

All legitimate business is for profit—a money profit that we and others may live—a profit of pleasure in seeing the business live, grow and give employment to others.

The Insecticide and Disinfectant Manufacturers' Association cannot indulge in price fixing if it so desired. Even if the laws of the country made it legal, it would be doomed to failure. It can do what many associations have

done and that is to point out true costs, suggest systems and means of finding these costs and then feel certain that no sane man is going to give away his money, for that is what he is doing when he sells below cost, and give away his time in hard work for that is what he is doing when he sells at cost. Few men can be like two wealthy brothers who carried on an automobile business as a hobby and at the end of a year, found a heavy loss and called it a cheap amusement.

This Association can well afford to spend some time at its conventions in a discussion of costs in order to promote among its members and others a spirit of fair competition at just prices, truthfully advertised and profitably sold.

*Editor's Note:* Resolution was adopted by the Association for a committee to investigate standard cost finding methods.

—♦♦—

The Venezuelan Government has recently been conducting an active campaign to interest the public in the desirability of freely using sprays and powders for the extermination of insect pests. A provision in the customs tariff permits free entry of substances employed in the extermination of insects, parasites, and rodents, their containers, and the apparatus essential for their effective use. The result has been a steadily growing demand for insecticides, and there are now a number of these products on the market, most of which are of American origin. Aside from the direct personal effort of well-qualified representatives to demonstrate the product offered and appoint local agents, some firms find it desirable to appoint an active manufacturers' sales agent. These representatives, as a rule, sell to both wholesalers and retailers, trade lines not being clearly defined in many cases. The foreign exporter ships direct to the purchasing dealer and draws on him for payment, customary credits ranging from 30 to 90 days. Thus, the agent does not maintain more than a sample stock of goods, and has nothing to do with payments, except to act in an advisory capacity.

—♦♦—

As in other Central and South American countries, the market for disinfectants and household insecticides is widening considerably in Guatemala, under pressure of many educational campaigns. The long, dry season does its part in encouraging the growth of insect pests. Imports increased sharply in 1926, to 61,758 kilos, as compared with 18,524 kilos in the previous year. The United States supplied 55,116 kilos of this. Guatemala has no import duty on insecticides.





# Will She Repeat Her Purchase of Your Fly Spray?

In the final analysis it's the results obtained by the consumer that determines the resale of your fly-spray—an inefficient sprayer limits the effectiveness of your product. A leaky sprayer or one that siphons, messes things up—curtails the use of the insecticide and discourages a second purchase.

Each such sprayer sold with your product drags down its repeat sales. *Then why not*

Standardize on  
**LOWELL**  
Quality SPRAYERS

**Guaranteed Perfect** Every sprayer we make whether for our own line or for one of our many insecticide customers is double tested for both workmanship and efficiency and *Guaranteed Perfect*—non-siphoning.

**Lowest Prices** Highly specialized automatic machinery has cut our manufacturing cost to rock bottom. Huge volume production permits a very small margin of profit per sprayer.

**Absolute Reliability in the execution of Shipping Orders**

Our production is always carefully scheduled so we can make deliveries exactly when stipulated.

**Well Known** Lowell Sprayers are advertised to your trade and well known as the finest in sprayers.

*Whatever your requirements—don't order until you have Lowell's Proposition.*

## LOWELL SPECIALTY CO.

LOWELL,

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# Recent Technical Work in Insecticides

## *Extracts of Patents, Literature, etc. Pertaining to Household Insecticides — Insecticide Committee Report*

By C. P. McCORMICK  
of McCormick & Company

(before the 14th Mid-Summer Meeting, Insecticide & Disinfectant Manufacturers Assn.)



THE following extract from the current literature, patents, bulletins, and other sources represents some of the recent technical progress which has been made in household and allied insecticides. As the mid-year report of the Insecticide Committee, various pieces of research have merely been indicated without details to give an approximation of the channels along which progress is being made.

N. A. Alexanderson has obtained a patent in Sweden for an aqueous solution of calcium cresolate which he finds especially efficient against the flea-beetle on root plants. S. Marcovitch has found that calcium fluosilicate is especially effective against the flea-beetle, while the sodium fluosilicate readily controls roaches. In many cases, fluosilicates are less repellent to insects than arsenicals and hence have a broad field of usefulness. They are fully as toxic to insects as arsenic compounds but less toxic to man. W. E. Fleming has developed a homogeneous carbon disulphide emulsion as a soil insecticide for use against the Japanese beetle. It contains 700cc. of carbon disulphide per liter, oleic acid, alcohol, cotton seed oil and caustic potash. MacDougall and Howells have also obtained a British patent for an insecticidal powder for treating plants, comprising nicotine, powdered *derris root* or *derris* extract, and an inert material such as chalk or gypsum.

A. S. Carlos announces that the milky colloidal solution of resins and other compounds obtained by extracting the roots and stems of *derris elliptica* and *D. Duliginosa* with water has an exceedingly toxic action on insects. As dilute a solution as 25/1000% is effective as a contact poison for aphids, while an .8% solu-



CHARLES P. McCORMICK

tion constitutes an effective stomach poison. *Derris* does not injure blossoms and foliage and is not particularly poisonous to warm-blooded animals, although quite toxic to cold-blooded animals. Leaves sprayed with *Derris* solution remain toxic to insects for many days. The powdered material may be applied as a dust with equal effect. P. J. Fryer has obtained a U. S. Patent for an insecticide for use as a sheep dip, etc. which is composed of an extract of *derris* made via volatile solvent such as benzol dissolved in sulphonated castor oil or other sulphonated fatty substance.

Daidan Hojin Rikagaku Kenkyujo has obtained a British patent for an insecticide composed of the active material of *Derris* root mixed with oils, fats, waxes, resins, higher hydrocarbons, higher alcohols, such as glycerol, or higher fatty acids to form a stable preparation for admixture with water or soap solutions. N. S. K. Kaisha has obtained a British Patent on an aqueous extract of *Derris* or *Tuba* Root for use as an insecticide.

R. C. Roark has obtained a British patent for the use of *ethyl acetate* (acetic ether) preferably mixed with 1½ times its volume of carbon tetrachloride for fumigating grain to destroy weevils and other insects. Smith, Rich of geraniol as an attractant for the Japanese beetle and other insects. M. A. Husain out in the Punjab has found that hydrocyanic acid gas is not as efficient against insects infesting grain in storage as carbon bisulfide, which he finds is effective at the rate of 1 ounce per 15 cubic feet against all stages of various insects infesting the grain. Hattersfield, Gimingham and Morris have conducted extensive experiments upon the efficiency of chloro, nitro and hydroxy derivatives of benzene and naphthalene as contact insecticides. They found that dinitro-ortho-cresol is about as toxic to aphids as nicotine.

A contact spray for the control of the Japanese Beetle. A mixture of oleoresin of pyrethrum 9.5 oz., oleic acid 5 lb., NaOH 11.2 oz., water 50 gallons has proven to be success-

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# FREMD-TEX

(CONCENTRATE)

The New Liquid Household Contact Insecticide  
Contains no Pyrethrum

Non-Poisonous - - Non-Inflammable

Fremd-tex is the formula of Charles Fremd and is fully covered by patents. It is strictly non-toxic. Insecticides made with Fremd-tex Concentrate cost less than ordinary pyrethrum sprays and are more effective. *Simply add solvent and perfume to suit.*

EASY TO HANDLE      COSTS LESS      ABSOLUTE RESULTS

*Send for a sample of the concentrate to dilute, and test its killing power yourself.*

## CHARLES FREMD LABORATORIES

ROSEBANK

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*The makers of Sulco-VB, the dormant, or semi-dormant insecticide and fungicide spray for fruit and ornamental trees and shrubs*

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## Paradichlorbenzene

Specially prepared for  
**Moth Preventatives**  
and  
**Deodorizing Blocks**

*For Immediate Shipment in  
200, 100 or 50 Pound Barrels*

**Write Us For Prices**

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ful in the control of this insect and will not injure tender foliage. E. R. van Leeuwen has developed a contact spray for the control of the Japanese beetle consisting of oleoresin of pyrethrum, emulsified in a soap spray. The spray will not injure tender foliage. E. R. Geong has studied the relation of the physical and chemical properties of petroleum oils to insecticidal action. Experiments on the red scale show that a highly refined kerosene (containing 2 to 3% unsaturated hydrocarbons) has little toxic effect. Any volatile oil containing large quantities of unsaturated compound, however, seemed to penetrate the entire body cavity of the insect, dissolving the fat bodies and finally eating out the entire internal cellular structures. Yamamoto and Inouy obtained a U. S. Patent on August 10th, 1926, for a composition of an extract of Pyrethrum treated with sodium hydroxide or other alkali and subjected to distillation to produce a readily soluble noncorrosive composition. As strong alkalis have been found to destroy the active principle of pyrethrum, we fail to see the value of this patent. S. D. Terry also obtained on the same date a U. S. Patent for an insectifuge, comprising a mineral oil such as gasoline which is readily volatilizable when sprayed in small quantities at ordinary temperature associated with the volatile active principles of pyrethrum.

Stachelin has written an article in *Heil-und-Gewurs-Pflanzen* describing the culture of pyrethrum and the manner of its application in soap spray for the eradication of many garden and house pests, such as caterpillar, aphid, flea, etc. W. Schmidt obtained a U. S. Patent last December 7th on an extract of quillais bard and seeds of the genus *Lupinus* made with dilute inorganic acids other than sulphuric at about 50 degrees C. Sodium sulphate is added to the extract to form a solid mass and the latter is pulverized. The product is suitable for repelling moths or other insects. F. E. Guyton reports the successful use of sodium fluoride for the control of cattle lice.

*Thallium* as an insecticide. The small red ant, a species which *Arsenic* sirups fail to control, has been exterminated in a number of houses and apartments within three weeks to a month by the use of a sirup consisting of one pint of water, one pound of sugar, 27 grains of thallium sulphate and three ounces of honey. The thallium appears to act as a slow cumulative poison ultimately exterminating the whole colony. The pavement ant (*Tetramorium capitworm*) is even more readily controlled—P. R. Dawson.

Kelsall writes on Derris Root as an Insecticide as follows:

"Taken by the mouth, derris is apparently not poisonous to man and higher animals, probably because being insoluble in weak acids or alkalis, it passes through the digestive system unchanged and it is only toxic when it reaches the blood stream, it therefore, can be applied safely on such foods as cabbages and currants shortly before use. It is usually considered to be both a stomach and a contact poison, but the authors are of the opinion that it is only a contact poison, although many groups of insects normally controlled by stomach poisons are killed by it. Nature has provided mankind with various weapons to fight the enemies who are out to destroy agricultural products on which our existence depends. Derris root as an insecticide has astonished the world with its insecticidal qualities. In sprays against *Aphis* 2½ lb. derris in 100 gallons water with soap, gave complete control but without soap it was less effective at twice that strength. It was much more effective as a spray than as a dust; 2½ lbs. derris in 100 gallons water and three pints refined oil gave 90% control."

**The Industrial Applications of Coal-Tar Products** by H. M. Bunbury and A. Davidson has just been put out by D. Van Nostrand Co., New York. This is a new book covering coal-tar and its derivatives with their manufacture and uses. It goes into road tars, disinfectants, creosoting, and the like as part of the general treatise. The authors are both British.

A list of the concerns which import or might be interested in handling disinfectants, insecticides, and similar products, as well as a special circular on the market for spraying and dusting equipment, may be obtained by accredited firms upon application to the Chemical Division, Bureau of Foreign and Domestic Commerce, Washington, D. C.

Cuba furnishes an attractive market for metal polishes, as practically none of this material is manufactured locally, says a recent Consul report. The United States gets about half of the business, exports in 1925 reaching 687,232 pounds, valued at \$51,825. Four and eight ounce sizes are the best sellers, although up to one gallon containers are on the market.

Paraffin is of no value as a moth preventive, according to the announced results of tests recently conducted by the Bureau of Entomology. In the tests, paraffin was dissolved in naphtha.

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**HEX**  
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# TAR ACID OIL

**Chilled - Filtered and Pressed - No Sediment**

Makes up a milk white emulsion with a good odor.  
 No waste—cheapest in the long run



**TAR PRODUCTS CORPORATION**

REFINERS AND MANUFACTURERS

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*Concentrated*

## Liquid Soaps

REX CRYSTALS  
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## ZEF-IR Blocs and Crystals

**H**ERE are products which *sell better* because they *are better*. Absolute uniformity, high quality, —at prices which are right in line. These are products you can sell because of unusual merit, and on which you can build repeat business.

*Let us send you samples and quote prices.*



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Huntington, Indiana

Say you saw it in SOAP!

## Amend New York Fire Law

The New York city ordinance covering the manufacture and sale of disinfectants, household insecticides and related products, was amended at a meeting of the Board of Aldermen, on June 7, affording a measure of relief to manufacturers of these products. The principal change was made in container requirements. Eight ounce bottles, and two gallon cans are now permitted as containers for goods sold for domestic and household use and five gallon cans or fifty-five gallon steel drums are the limit for bulk goods. The cans and bottles may be closed with a tight fitting replaceable cap, not necessarily a screw top, as the unamended law provided. While this helps matters appreciably, manufacturers of disinfectants and insecticides are still handicapped seriously in New York, even in the matter of packages. Permits must still be secured from the New York Fire Department, whether the goods are made or sold in or transported through the city. The package must still carry the permit number.

Following a recent meeting of local disinfectant manufacturers, a committee, consisting of J. R. Oppenheimer, West Disinfecting Co., Alfred Steckler, Jr., Pino Lyptol Chemical Co., F. J. Gray, Pease Laboratories, William H.

Gesell, Lehn & Fink, and Benjamin Newman, Creco Co., was formed, to map out the best plan to dispose of the various difficulties that have arisen out of the Fire Department's action in enforcing the present law to the letter. The committee first induced the department to give the industry time in which to iron the matter out. Next, the proposed new bill was given over to Mr. Gesell, who is at present engaged in re-drafting it. When the new measure has been drawn up, the committee will seek to have it passed by the Board of Aldermen. In its new form, the measure will thoroughly cover everything relating to disinfectants, household insecticides and similar products. If it goes through, most of the manufacturers' grief will be eliminated and at the same time every precaution, as far as fire prevention is concerned, will be observed.

William Cooper & Nephews, Chicago, manufacturers of coal tar products, have bought a factory, formerly occupied by the Mid West Box Co., and are remodeling it for their own use.

W. D. Carpenter & Co., Syracuse, N. Y., manufacturers of liquid soap, disinfectants and related products, have moved into larger quarters at 107 Irving Ave.

## BROWNS No. 26 CONTINUOUS

*A Whirlwind of Fine Misty Spray Continuously Maintained with Slight Effort*

SIMPLE  
STRONG  
EFFICIENT  
POPULAR  
EVERYWHERE



COMPLETELY  
DEMOUNTABLE  
WITHOUT THE  
USE OF TOOLS

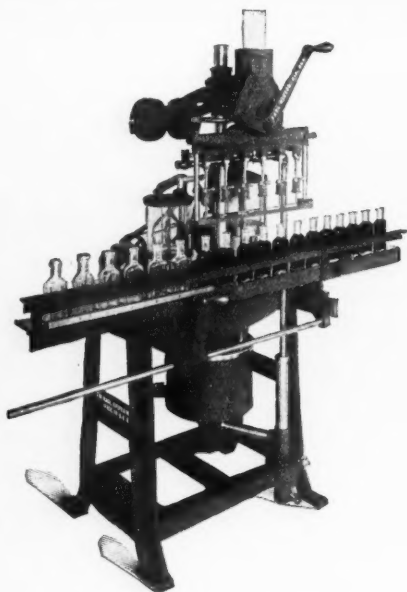
*Will double the killing power of your liquid and  
reduce the labor of spraying by more than half*

**PUT YOUR PRODUCT AHEAD OF COMPETITION  
WITH THIS CONTINUOUS ATOMIZER**

The  
E. C.  
Brown Co.,  
Rochester,  
New York.  
Mail me post  
paid a free sample  
of your No. 26 Con-  
tinuous Atomizer.

Pin the coupon to your letter head and mail it in. We guarantee that it will bring you a sample of the best insecticide sprayer you have ever tried.

**THE E. C. BROWN COMPANY, Rochester, N. Y.**



## The "Cinati" Filler

*Fills light and heavy liquids of all kinds into practically any style or shape of bottle*

A SIMPLE vacuum filling machine that does perfect work.

An unskilled, inexperienced girl can be taught in ten minutes to operate this machine successfully.

She can operate it all day without tiring.

Changes from one size bottle to another can be made in three minutes or less.

Changes from one product to another and cleaning of the machine done in five minutes or less.

It bottles your product without drip or spill, mess or waste.

A compact, complete unit—well made, durable, handsome.

No wooden frames or metal trays for holding panel bottles.

Not a cheap angle iron and wood combination with a lot of rubber hose.

Perfect centering of bottles—no jamming or breaking of stems and bottles.

Automatic overflow return system. No glass jars to watch and empty.

Ask for descriptive pamphlet.

**The Karl Kiefer Machine Co.**  
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The only guaranteed

## Pine Oil Disinfectant

with a constant coefficient of 4.5 by the Hygienic Laboratory Method and an unusually fine pine odor. Treated by patented process to prevent loss of strength. Retains original coefficient of 4.5 permanently.

*Send for sample and prices of*

Trade Mark  
{ **PINE-O-DER** }  
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Sold in 55 gal. drums, 10 and 5 gal. cans to the trade.

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## Haywood 25 Years Insecticide Head

On July 1 last, Dr. J. K. Haywood, completed 25 years as chief of the Insecticide and Fungicide Board and its predecessors in the Dept. of Agriculture, and over 30 years in the Government service. It is a coincidence that also on July 1, the Board was abolished in a reorganization of the Dept. of Agriculture. In its place, was formed an administration known as the *Food, Drug and Insecticide Administration*. Dr. Haywood was appointed in this Bureau with the title of "Chief, Office of Insecticide, Fungicide and Caustic Poison Supervision." He is a widely recognized authority on these subjects.



Dr. J. K. HAYWOOD

Dr. Haywood received his B. S. from Cornell University in 1896 and his M. D. from George Washington University in 1907. After graduating from Cornell, he served for a year as assistant chemist in the experiment station

at Ithaca, N. Y. He first joined the Government service as assistant chemist through Civil Service examination in the Bureau of Chemistry on Jan. 13, 1897. On July 1, 1902, he was made chief of the Insecticide and Agricultural Water Laboratory, and his investigations of insecticides formed the basis for the Insecticide Act of 1910. Later, the Laboratory became the Miscellaneous Division and Dr. Haywood became chief on July 1, 1906 to remain at its head until the recent reorganization, and then to take over the same work in his new position.

Dr. Haywood has been author or joint author of some 50 to 75 bulletins and articles on scientific subjects since entering the Department, and has throughout his career in the Department directed all the chemical, insecticidal and fungicidal investigations. In his new position, he will drop his direct connection with cattle food work and basic investigative chemical work relative to insecticides and fungicides, devoting his time to the enforcement of the Insecticide and Fungicide Act and the Caustic Poison Act, only making such investigations as are necessary to enforce these acts.

Among the honors received by Dr. Haywood are the following: Sigma XI at Cornell, faculty prize for the highest average standing of

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# SPRAY

**One that will put your product  
in every crack and crevice!**

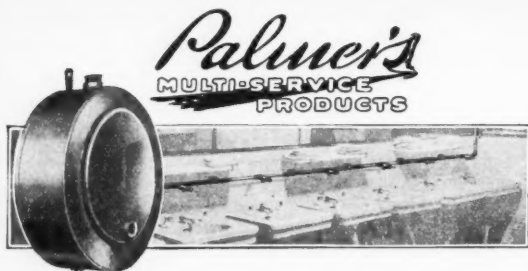
After you have spent thousands of dollars in time and money to perfect an insecticide spray, or any other spraying deodorant or disinfectant, why ruin the reputation of your product by selling the user an inefficient sprayer. The ROBERTSON COMPRESSED AIR SPRAYER is continuous in operation—the first of its kind ever built—and will

absolutely insure your spray the best opportunity of proving its worth. Every one of these sprayers is tested before it leaves our factory. We guarantee that it is built from the highest quality material and that it will operate perfectly to your satisfaction. Send for literature and prices—specify quantities needed.

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*Palmer's*  
MULTI-SERVICE  
PRODUCTS

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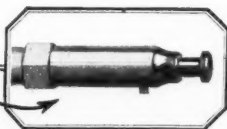
Palmer Soap Valves,  
Liquid Soap Tanks, or  
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*ready for installation*

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Send us your rough sketches  
with your orders—we cut and  
thread pipe for you, shipping  
complete system ready for in-  
stallation.

# CRESYLIC ACID

97-99% Pale or Dark



# TAR ACID OIL 25%

*Washed frozen free of naphthalene  
Guaranteed to make milk white solution—not pink.*

Neutral Creosote Oil

Powdered White Arsenic

Saponified Cresol

Liq. Cresolis Compositus, U.S.P.

Cooper's Commercial Disinfectant

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Chicago, Ill.

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4 years at George Washington University, vice president and president of the Association of Feed Control Officials of the United States, member of Executive Committee and Chairman of Executive Committee of Feed Control Officials of the United States, referee on Waters, Cattle Foods and Insecticides for the Association of Official Agricultural Chemists of the United States, chairman of the Committee on revision of chemical methods for the Association of Official Agricultural Chemists, vice president and president of the Association of Official Agricultural Chemists of the United States, delegate to 2nd Pan American Congress representing Feed Control Officials.

### Insecticide Market in Malaya

The imports of disinfectants and insecticides into British Malaya were negligible until about the middle of 1924, according to the Chemical Division, Department of Commerce. Since then, requirements have greatly increased. There is no local manufacture of these products. The trade, beginning with 1924, according to official statistics, was as follows:

Year	Imports		Exports		Net Imports	
	Gals.	Dol's	Gals.	Dol's	Gals.	Dol's
1924 .....	80,445	77,344	3,074	3,405	77,371	13,939
1925 .....	100,683	91,016	3,901	4,745	96,782	86,271
1926 (10 months) ..	97,649	88,554	3,045	3,712	94,604	84,842

Straits dollars=\$0.57.

More than 90 per cent of the supplies are of British origin and less than 5 per cent American.

There are 15,000 Europeans and about 3,350,000 natives in the district. Not only is the British Government active in teaching disease prevention and sanitation, but the Rockefeller Foundation has done much aggressive work along this line, specializing particularly on instruction in remote districts. The recent visit and lectures of Sir Ronald Ross, discoverer of the transmission of malaria by mosquitoes, has also focused attention on the need of insecticides.

American exporters might find a market in British Malaya for a fungicide that will combat bark and stem diseases of rubber trees. Experiments with spraying have not been successful because of the dampness and frequent rains. Coal-tar preparations smeared on the trees are effective. Many varieties of medicated and disinfecting soaps are on sale. Carbolic soaps are in good demand. Disinfecting soaps retail at \$0.15 to \$0.43 per cake.

Disinfectant sprayers are of a simple construction, consisting of a tin cylinder, plunger, and reservoir holding half a pint or a pint of fluid. Sprayers rust very quickly in the local climate. People evidently prefer getting cheap

(Continued on Page 89)

## It's easier to get re-orders — with Clifton Products !



### COAL TAR DISINFECTANT

Coefficients 2/3 - 5/6 - 14/16

### SOLUBLE PINE TREE

pale amber, gives a  
snow white emulsion

### PINO CLEANSER

A liquid, vegetable oil cleanser  
used for scrubbing and cleaning  
and where a powerful but  
neutral cleanser is required.

### LIQUID SOAP BASE

High concentration—sparkling clear—Makes up a soft velvety liquid soap at a low cost

### LIQUID SOAP DISPENSERS

Here are two patented simple  
and practical machines that are  
fool-proof. Guaranteed 10 years.



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*We handle PYRETHRUM exclusively.  
Therefore we are true Specialists.*

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ACID**

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Allow us to quote you direct from the go-downs of Japan and the interior collecting centers of Dalmatia.

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Successors to New York Branch  
McLAUGHLIN, GORMLEY, KING CO.

*"Headquarters for Bulk Buyers"*

# SOAP POWDER

IN BULK

Manufacturers of aerated and heavy powder  
Supplying jobbing trade only  
Packed in barrels and kegs

*Write for samples and prices*

**AMERICAN SOAP POWDER WORKS, INC.**  
98-104 Van Dyke Street - - Brooklyn, N. Y.

Say you saw it in SOAP!

## Use of Liquid Caustic Soda

(From Page 25)

### Temperature Correction Factors

Concentration of Liquor	Sp. Gr.	Deg. Bé.	Deg. Tw.
Above 25%	0.00075	0.075	0.15
Below 25%	0.0005	0.05	0.10

Where the observed temperature is above 15°C., the result of this multiplication is added to the observed gravity reading. Where the observed temperature is below 15°C., the figure so obtained is subtracted from the observed gravity reading.

Careful sampling is absolutely essential to the accurate analysis of tank car shipments of liquid caustic. Particularly in cold weather, it is important that heating be continued until all crystals have gone into solution and the entire contents of the car has been converted into a liquid condition. Samples containing crystals of hydrates of sodium hydroxide will obviously not be representative of the liquor in the tank car. Since some of these hydrates may form in concentrated liquors even under mild weather conditions, it is desirable that 50% liquid caustic be warmed until a surface temperature of approximately 75° F. has been reached. Samples should be taken at three different depths in cars of cell liquor (27.5% caustic soda) and at five different depths in more concentrated liquors.

### Selling Basis

**T**HROUGH the cooperation of progressive manufacturers and consumers, liquor of 50% concentration has now been established as the standard for the commodity liquid caustic soda. However, other concentrations may be furnished upon the special requisitions and special terms.

It was also desirable that some standard practice be adopted in marketing and invoicing liquid caustic, and that this practice be based as far as possible on terms familiar to the buyer. Most caustic liquor is now sold on the basis of is caustic soda content expressed in terms of solid caustic soda of standard test, that is, 76% actual  $\text{Na}_2\text{O}$ . Contracts usually specify a given tonnage of "solid caustic soda (76% actual  $\text{Na}_2\text{O}$ ) to be shipped in the form of 50% solution."

There is usually a price differential of 35 cents per 100 pounds between caustic soda in solid form and in the form of 50% liquor, this differential representing the approximate difference in the cost of producing the two commodities. For invoicing purposes, the caustic content of the liquor is determined by analysis of each shipment and the figure so obtained is

# Here is the SPRAYER you have been looking for

# 4

## Distinct Improvements



No.  
200



1. This sprayer has a drip cup that prevents the liquid from dripping on the floor or the person.

2. There is a vent in the can screw so that the liquid will not siphon out, leak or drip when not in use.

3. Air and Spray tubes are coordinated to produce a fog or mist which hangs in the air longer than a coarse spray.

4. Has special-processed leather plunger cups that never dry out—always take hold instantly and give full spray volume.

These new advantages are typical of the progressiveness that for fifty years has popularized the ACME Line—made by the world's largest exclusive manufacturers of hand operated sprayers and planters.

The success of your product depends on the efficiency of the sprayer used with it. If our line does not contain what you want, we will design a sprayer to your specifications. Every Acme is thoroughly tested and fearlessly guaranteed.

Write for samples and prices.

**POTATO IMPLEMENT CO.**

Dept. 34

Traverse City, Michigan

# PYRETHRUM



**IF** your problem concerns pyrethrum in any form—  
our analytical and research laboratories are at your  
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**M<sup>c</sup> CORMICK & CO<sup>INC</sup>** BALTIMORE  
MARYLAND

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*Exclusively to  
Manufacturers and Jobbers*

Scouring Powders and other  
similar materials also made  
to specifications.

*What are your requirements?*

Trisodium Phosphate	Sal Soda
Snowflake Crystals	Soda Ash
Caustic Potash	Caustic Soda
Silicate of Soda	Rosin
Boiled-down Soap Stock	Borax

**VERA CHEMICAL COMPANY**  
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*Buy your private label soaps of every  
description from a thoroughly reliable  
house. Any of these products will  
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**Bar Soaps**

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*Any Odor*

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## FLOOR WAX

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*We print the label*

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**WINDSOR WAX COMPANY**

Room 1, Pier 11, North River

New York, N. Y.

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converted into terms of 76% solid caustic soda. In making this conversion it is important to note that the total solids in the liquor must be considered as well as the total alkali content as NaOH obtained by analysis. In other words, the figure to be determined is how much solid caustic soda (about 98% of which is NaOH) would remain if all the water were to be evaporated from the given shipment of liquor.

The following rule may be used for computing the value of a car of liquid caustic:

$$\text{Wt. of liquor} \times \frac{\% \text{ Total Alkali as NaOH}}{\% \text{ Purity of Caustic}} \times \text{Price} = \text{Value of Car}$$

### Insecticides in Malaya

(From Page 85)

ones frequently rather than better ones which might resist rust for a time.

The introduction of American disinfectants and insecticides has greatly stimulated the market in these lines during the past two years. Although there is a natural preference for British goods in British Malaya, American sales of these preparations are increasing. The trade is uniform throughout the year. With the increase in the knowledge of disinfectants and insecticides among the natives, there is every prospect for increased American business during the next five years.

Thomas W. Delehanty, assistant chief of the Chemical Division of the Department of Commerce, was married to Miss May C. Bergin, also with the Chemical Division, late last month. Mr. Delehanty has been assistant to Mr. Concannon for four years, Miss Bergin having been with the Chemical Division for three years past.

National Gum & Mica Co., New York, manufacturers of adhesives, has opened a new factory at Chicago. The company has maintained a branch sales office and warehouse in Chicago for many years, but increasing business throughout the Middle West made the new plant necessary. Officials of the firm expect that the Chicago factory will in time become the most important operated by the company, as it is centrally located and is close by the country's corn producing center, where one of the principal raw materials is secured.

Metal polish exports totaled 352,645 pounds, valued at \$48,434, in April. Shoe polish exports, totaling 332,714 pounds, and valued at \$97,618, were listed in the same month. Exports of all other blackings and polishes reached 367,603 pounds, valued at \$67,189.

## DEODORIZING BLOCKS

Made solely from pure unadulterated

**Paradichlorobenzene**

best quality perfumes—colored or plain

Urinal cakes -- 2 1/4 in. diameter

Moth prevention cakes -- 1 5/8 in. diameter

Our large production of these standard size cakes permits us to sell in bulk to the trade at advantageous prices. Machine pressed blocks of finest quality and finish.

*Samples and prices may be had by application to*

**ARNOLINE DISINFECTING CO.**

171 Somerset Street - - Newark, N. J.

Also manufacturers of liquid soaps, disinfectants, and household insecticides, available in bulk to the trade.

# SOAP MACHINERY

*Sensational Offerings of Soap Machinery  
in Guaranteed First-Class Working Condition*

## Dryers

Two Proctor & Schwartz Large Roll Soap Chip Dryers complete.  
Three Proctor & Schwartz Soap Chip Dryers with five Chilling Rolls.  
Proctor & Schwartz Bar Soap Dryers  
Condon & Huber Soap Chip Dryers.

## Soap Crutchers

Houchin-Aiken, Dopp & Doll Steam Jacketed Crutchers, 1000 #, 1200 #, 1350 #, 1500 #, 1800 #, 3000 #, 6000 #, & 10000 # cap.  
Crutchers for floating soaps.

## Soap Presses

Jones, Machinery Designing & Ralston Automatic Presses for toilet and laundry soap.  
Dopp, Crosby & Empire Foot Presses.  
Scouring Soap Presses.

## Grinders & Mixers

Day Jacketed Marshmallow Mixers, Pony Mixers, Talcum Powder Mixers, Rouge Mixers, Ointment Mill, etc.  
Schultz-O'Neill Mills.

## Soap Cutting Tables

Houchin-Aiken Steel Automatic Table with self-spreader & extra headers.  
Wooden Tables with and without self-spreader attachments.

## Soap Slabbers

Houchin-Aiken, Curtis-Davis, Dopp & Newman's Hand and Power Slabbers.

*Send us a list of your surplus equipment — We buy single items or complete plants*

**NEWMAN TALLOW & SOAP MACHINERY CO.**

**1051-1059 WEST 35TH STREET**

**Telephone—Boulevard 1650-1651**

**CHICAGO, ILL.**

## Toilet Soap Mills

2, 3, 4, 5 and 6-roll Granite Toilet Soap Mills.  
Houchin-Aiken 4 and 5-roll Steel Mills.

## Plodders

Houchin-Aiken, Rutschman & Allbright-Nell 6", 8" & 10" Plodders.

## Soap Powder Machinery

Blanchard #10-A & #14 Soap Powder Mills.  
Broughton Soap Powder Mixers.  
Wms. Patent Crusher & Pulverizer.  
Sedberry Crusher, Grinder & Pulverizer.  
A-N 5x7 Crystallizing Rolls.

## Filter Presses

Sperry, Perrin & Shriver Cast Iron Filter Presses, 12", 18", 24", 30" & 36".  
International & Monopod Filters

## Various Other Items

Win. Garrigue Glycerine Evaporators.  
Steel Soap Frames, 600 #, 1000 #, 1200 #, 1500 #, & 1800 # cap.  
Automatic Soap Wrapping Machines.  
Steel, Copper & Aluminum Kettles.  
Soap Remelters, Tube Fillers.  
Filling & Weighing Machines.  
Pneumatic Scale Corp. Can Filling Machine for cleansers, etc.  
Brass Soap Dies for foot & aut. Presses.  
Soap Choppers, Scales, Motors, Amalgamators, Soap Racks, Bottle Filling & Capping Machines, Talcum Can Crimpers, etc.

## FOR IMMEDIATE LIQUIDATION

*These Items Priced to Sell Quickly!*

**CRUTCHERS**—2-Jack. Vert. Steel.  
**CHIPPERS AND SLABBERS**—1-6-Knife Chipper, 22" dia. 2-Slabbers, Huber & Houchin-Aiken.

**DRYER**—1-Houchin-Aiken Soap Chip Dryer 1200 # per hr.; complete with chilling rolls.

**ENGINES**—6-Steam Engines, 15 to 65 H.P.

**BOILERS**—6-25 to 150 Horiz. and Vert. 6-25 to 150 H. P. Horiz. and Vert.

**EVAPORATOR**—1-Garrigue Glycerine 48" dia., 3 section, complete with salting out pan, pumps, etc.

**FILTER PRESSES**—8-Filter Presses, Iron, 18 24, 30, 36 and 42 in. sq.

**FRAMES**—1200 and 1500 # capacity; steel sides.

**STONE MILLS**—1-18"x24", 4 roll.

**MIXER**—1-Broughton, size 2, Style A. 2000 # Soap Powder Mixer; 3 100 to 1000 #.

**PRESSES**—2 Houchin-Aiken Foot Presses; Empire State; 1 Jones Automatic; 1 Thos. Albright 300 ton Tankage Press complete with pump.

**PUMPS**—1 Worthington Duplex Steam; 9 Centrifugal and Rotary, Iron.

**PLODDERS**—4 6", 8" and 10" Houchin-Aiken.

**TANKS AND KETTLES**—30 Jack. Iron Kettles, 40-2000 gals.; 20 Steel Storage Tanks, 100-12000 gals.; 10 Copper and Alum. Jack. Kettles, 10 to 200 gals.; 4 Vert. Copper Storage Tanks, 1400 gals.

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**STEIN-BRILL CORP.**

**25 CHURCH STREET**

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**New York City**

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- 1 New Albright Well Amalgamator
- 4 Chippers, 20", 24", 30".
- 8 Crutchers—Dopp & H-A—Strunz—1500 #, 3000 #, 3600 #
- 200 Soap Frames—600 #, 1200 #, 1500 #
- 2 Stone Mills—H-A, 12"x24", 3 Roll and 18"x24", 3 Roll
- 2 Steel Mills—H-A, 14"x36", 5 Roll
- 1 Blanchard Mill—10A
- 3 Plodders—H-A, 8" and 10"—Huber 10"
- 10 Foot Presses—H-A, Huber, Dopp, Emire
- 2 Scouring Presses—H-A
- 2 Power Presses—Ralston, Jones
- 3 Remelters—Acme 30"x12½", 2 H-A 42"x6"
- 1 Slabber—H-A 600"
- 1 Continuous Chip Dryer—Proctor & Schwartz 1500 #
- 1 Glycerine Evaporator—Garrigue Complete
- 15 Filter Presses—12", 18", 24", 30", 36", 42".
- 75 Kettles and Pots—Plain, Jacketed, or Agitated 20 gals. to 2000 gals.
- 4 Soap Kettles—4 Kettles 50 tons each.
- 50 Tanks—Rectangular and Cylindrical, 50 to 14000 gals.

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Barclay 0603

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